Bulletin

THE KINGDOM OF HEAVEN IS AT HAND

JANUARY 1, 1926

The Motive of Service

THE best service, the service which is most acceptable to the Lord, and the one that does the most good to the one ministering and the one served, is that which comes from a heart overflowing with love and compassion. We see a grand illustration of this in the Master. St. Matthew gives us a record of it. We read (Matt. 9:36-38):

"But when he saw the multitudes, he was moved with compassion on them, because they fainted, and were scattered abroad, as sheep having no shepherd. Then saith he unto his disciples, The harvest truly is plenteous, but the laborers are few: pray ye therefore the Lord of the harvest, that he will send forth laborers into his harvest."

The three words here translated by the expression "moved with compassion" signify an intense yearning, accompanied by a trembling of the intestines, as might be the case where one's emotions stir one to the very depths of one's being. Jesus had great powers of intellect; but he had more: He had a great, warm, loving, tender, sympathetic, compassionate heart.

We see other uses of this same expression when Jesus fed the multitude with the five loaves and two fishes (Matthew 14:14) and when later, he fed another large multitude with the seven loaves and a few little fishes. In the latter instance the Master said, "I have compassion on the multitude, because they continue with me now three days, and have nothing to eat: and I will not send them away fasting, lest they faint in the way."

So here we have the motives that should actuate us when we go out to place the message of the kingdom in the hands of the people. The motive should not be to make money, nor to make a record, nor to get a great name for ourselves or for the class or for the SOCIETY, nor to pride ourselves on our standing in the Lord's cause. The motive, to be acceptable to the Lord, must be the same motive that stirred him—a motive of love, compassion, sympathy for those needing our assistance.

And we have just the food of which the people are in need. Is there any food which the people could have that would do them as much good as the truth regarding God's character and plan? Jesus

did not neglect the physical needs of those to whom he ministered, but he fed them for three days on spiritual food before he gave attention to their stomach.

It is so now. There is a famine in the land, not a famine for bread and water, but for hearing the word of the Lord; and our hearts should go out with compassion for those who need the help which we can give, and which was given to us, as a gift from God, so that we might pass it on to others.

Moreover, realizing, as every active worker can plainly see, that the work is exceedingly great and the real workers very few, we should pray the Lord of the harvest that he will more and more stir up his people to go forth and do the work for which he has been training them. Book-selling in the eyes of the world is ignoble; but the placing of the truth literature in the hands of the people is,in the sight of God our Father, and in the eyes of our Lord Jesus, and in the eyes of the holy angels, the grandest work in which we could be engaged.

For a thousand years in the future we are hoping to be used to bless the human family. During that time we hope to have an earnest, energetic, industrious part in placing the image of God in the heart of every human being who is willing that it should repose there. True, it is God that will take away the stony heart out of their flesh and give them an heart of flesh, but he will use The Christ to do that great work.

And now as we see the work which The Christ is to do, what joy is ours to see that we may have a hand in that work now, and in a sense in which that was never before possible! It has always been true that God's people could so live and so teach the truth by word and example that others, seeing their good works, should glorify our Father in heaven in their day of visitation; but the present time is the dawn of their very day of visitation itself.

We may be sure that there are millions of people now living who have heard and understood something of the message of present truth. None of that work has been lost. It has been like bread sown upon the waters. In due time it will be food for the needy. "Your labor is not in vain in the Lord."

What thrilling stories revolve about the efforts of services rendered by colporteurs in very recent years! There is, for instance, the story of the weary colporteur, near sunset, at the close of a day peculiarly filled with rebuffs and disappointments, who saw as the last house in his territory a dwelling nearly a half mile away. He was inclined to omit a visit to it, because it would be out of his way, and it might mean only an added burden to a day already well filled with them.

But the brother was moved with compassion. He wanted to bring to others the comfort that had come to his own heart; and so, after debating the matter for an instant, he set off, trudging along down the road, determined to take joyfully whatever portion the Lord might place in his cup.

The brother visited the home and told his story as only those can tell it whose hearts are bubbling over with the joy which comes from the never-failing Fountain of Life. When he had finished, the lone occupant of the house, a woman, said to him, "Stranger, the Lord sent you to my door. When you came to me I was so crushed with sorrow and woe that I had determined that this day should be my last. This night I would certainly have taken my life had you not come to me and implanted within my heart renewed assurances that God does really care, and that at some time this tangled web of life will all be straightened out."

Who shall say that that brother was not fully rewarded that very day for all he had suffered in Christ's name and for his sake? But yet, the best of it is that his reward will go on and on; for others to whom he ministered that same day will at sometime remember with joy the message that he told. And who shall say that he may not at some time have the joy of seeing some of those to whom

he ministered, or most of them, or perhaps all of them, bring their all and lay it at the Master's feet in loving, joyful submission to his will?

To be moved with compassion for the poor world, to wish to wipe away their tears, and to do what we can to accomplish that end in the here and now is to be filled with the Master's spirit; and the doing of his will is to prepare ourselves for sweet fellowship with him, begun here and continued in eternity.

METHODS OF WORK

The year 1926 unveils to every worker, we are sure, wonderful opportunities of witnessing for the Lord's kingdom. As a message in season comes his admonition to raise a standard for the people. But what 1926 will actually produce depends greatly upon the plans made to take advantage of the opportunities to witness; and it is not too soon to begin to plan to make 1926 the greatest year of witnessing for the truth, the year that will find the message in a greater number of homes than has any past year.

The first three months of the year do not present very favorable weather for working, but this season should present the opportune time for perfecting plans that will make the most of the favorable season beginning with April. We urge frequent meeting of the workers for the purpose of discussing methods of work, methods of canvassing. These meeting we recommend to be entirely method meetings rather than meetings that will tell of experiences in the work. As April presents more favorable weather and thus opens the way for a larger number to enter the service it will find those who can engage in the work better equipped because of the meeting for discussion that they have enjoyed and taken part in.

In comparing our records of past years it has been found that the spring usually allows about 500 more friends to engage in the service than were in the work during the winter months; that August and September allow about 300 additional workers to engage in the service, and that during these months the greatest number of workers is in the field. Each worker probably knows how he is situated to engage in the work, and what season of the year is the most opportune for him to devote his time to field service. But what is important at the beginning of 1926 is that each worker, appreciating this, will plan far enough in advance to become acquainted with the methods of work, the canvass, and the conditions in the field so that the time spent in the service will enable him to reap the greatest possible results.

Conditions seem to warrant the forecast that 1926 will find a great increase in the number of homes in which literature can be placed. Our observation of the people of the United States is that during times of prosperity they are more inclined to purchase our literature than during times of depression. There seems to be a disposition among the people of this country to want assurance that their present joy and happiness and contentment is stable; and while they are enjoying better times they are more apt to believe and accept information that still better times are in the offing. Throughout Europe the literature sells during times of depression mainly because the people are more concerned with understanding why conditions exist as they are; while in the United States the people wish to be assured that better times are still in prospect. Hence, since the general trend of times through 1926 is toward prosperity, we believe that you will find the people more ready to accept your message, and that especially you will find a greater field for placing the Eight Volumes in the homes of the people.

During 1923, '24 and '25 we have urged the canvassing for the sets of STUDIES IN THE SCRIPTURES; particularly since 1924 has it been advocated that the Eight Volumes be canvassed for at $2.85. We urge the workers to make a campaign during 1926 of the Eight Volumes. Present to the people the

message of the Eight Volumes rather than that of a single book or a booklet. Let the people understand that the plan of God's Word is covered exhaustively by I. B. S. A. publications. We believe that you will find it no more difficult to present the message of the truth and to demonstrate the Eight Volumes than you would to present the message of the truth and demonstrate a booklet or the HARP BIBLE STUDY Course. Then if they do purchase but a booklet they will not read it as merely a treatise on present-day conditions; rather they will read it as a sample of the larger offer that was brought to their attention. And the booklet or bound volume which you have left with them will provide them with the argument that they need, that is, an argument that will convince them that the Eight Volumes are necessary for their home; and your next call with the Eight Volumes will produce a larger number of sales than the first canvass. An additional advantage in offering the people the Eight Volumes and making a consistent campaign or canvass with these volumes is that you bring to their attention the scope of the work of the I. B. S. A., and for the most part you have presented a new proposition to them.

We have, in outlining the work to directors for 1926, urged them to attempt to canvass that section of their assignment that is known as isolated and near-by territory twice during the summer months instead of just once. This territory being inaccessible the larger part of the year, should, we believe, be given more attention during the period that it is accessible than the neighborhood or local territory that can be reached with handbills, advertising material, and canvassing parties that can devote but two or three hours of work per week. This is a diversion from the general outline of campaign of past years, but it recommends itself because of the results attained by a few classes that have made experiments in canvassing territory every three months. It has been demonstrated that the second canvass always produces more sales than the first canvass. Hence, since your second canvass will be within a period of three months' time to people who at your first call purchased only a booklet or the HARP BIBLE STUDY Course, you will, we are quite sure, find a greater demand for the Eight Volumes.

Notice to Colporteurs

We begin our colporteur sales records anew at the first of January each year; therefore we desire all colporteurs to begin the year 1926 with new totals on their report cards. Please consider this and do not carry over the 1925 totals when making out your cards for the new year.

The year 1926 should prove to be a great year of witnessing. We trust that the standard will be so raised for the people that they will come to a greater appreciation of God's wonderful plan and to a better comprehension of the blessings in store for mankind because of the efforts that you have put forth; for you have planned for the service, and in your planning sought not only to make a drive day notable or one week notable, but to make the entire year an outstanding one. As you go forth as the standard bearers of the Lord you are assured of the promised strength and grace and assistance in every time of need; and when obstacles seem to block your path for service, when difficulties seem almost unsurmountable, we trust that you will lay hold upon his promise of strength and grace in such times of need, and surmount the difficulties, sweeping aside every obstacle that would hinder the wide spread of the message. Be assured of an interest in our prayers as you valiantly go forth in the strength of the Lord, raising the standard for the people.

With Christian greetings, we are
Your brethren and servants in the Lord,
Watch Tower Bible & Tract Society.
Service Dept.

Bulletin

THE KINGDOM OF HEAVEN IS AT HAND

FEBRUARY 1, 1926

COMFORT JERUSALEM

"COMFORT ye, comfort ye my people, saith your God. Speak ye comfortably to Jerusalem, and cry unto her, that her warfare is accomplished, that her iniquity is pardoned: for she hath received of the Lord's hand double for all her sins." Together with the proclamation of the name of our God to the Gentiles of earth in fulfilment of the divinely-given commission, it is fitting that the Lord's anointed should speak a message of comfort to Jerusalem and point the people of Israel to Jehovah, their God. The Psalmist declares: "Blessed is the nation whose God is Jehovah; and the people whom he hath chosen for his own inheritance." We have known of God's special interest in the posterity of Abraham. He has addressed them through the Prophet Amos saying: "You only have I known of all the families of the earth;" and the Psalmist declares: "He [Jehovah] sheweth his word unto Jacob, his statutes and his judgments unto Israel. He hath not dealt so with any nation."

No nation on earth ever had such kind and considerate treatment at the hands of Jehovah as the Jews. No people have ever had such reason to have faith in God as the Jews. The enemy however has long blinded the offspring of Jacob to the great truths contained in the Bible. As a result of this blindness they have had a long warfare which the prophet foretold would come upon them if they were disobedient to the statutes of Jehovah.

The "double" referred to by the Prophet Jeremiah has been fulfilled in their experiences. From the time of the organization of the people of Israel into a nation at the death of Jacob (Deut. 26:5) to the 10th of Nisan A. D. 33 was the period of favor to the Jews of 1845 years. At the end of this period of favor the double of disfavor began and 40 years later in A. D. 73 the complete overthrow of Jerusalem was effected. This period of disfavor lasted 1845 years. At the conclusion of the double in 1878 the returning of favor began resulting in the official establishment of the Jewish people in their own land in 1918, just 40 years later.

Seven years after 1918 the Jubilee arrangement of the Law Covenant terminated, marking 1925 as the time for the ancient people of God to receive some knowledge concerning God's great plan of salvation, and particularly concerning their own part in the beginning of the restitution work. The present therefore, is the time to comfort Jerusalem.

How to Comfort Jerusalem

To comfort means to impart information to another which will encourage and refresh them and give them joy of heart, despite the distressing circumstances with which they are surrounded. The message of comfort to the Jews is contained in the Bible, God's Word. For many generations the adversary has turned the minds of the Jewish people away from the Bible to the traditions of men. It is now time to lift up the standard and call the attention of the Jewish people to their God, Jehovah, and to His plans concerning them. Doing this will comfort Jerusalem. Who, then, is going to take this message to them? Who except those that love the Lord could speak this message of comfort to the Jews?

Who Are to do This Work?

God has had an organization for the carrying out of his purposes, which organization is designated in the Scriptures as Zion. The associated name Jerusalem includes all those begotten of God's spirit. To this class the prophet speaks in Isaiah 40:9 saying: "O Zion, that bringest good tidings, get thee up into the high mountain. O Jerusalem, that bringest good tidings, lift up thy voice with strength; lift it up, be not afraid; say unto the cities of Judah, Behold your God!" The cities of Judah are those who are Jews (Judeans) in truth, because they have the faith of Abraham and believe that Shiloh, the Messiah, will come through Judah's line. The Jerusalem mentioned in the first verse of this chapter in Isaiah is not the same one referred to in the ninth verse, inasmuch as in the former verse Jerusalem (natural Israel) has had a warfare and she needs to be told that this warfare is now ended, and she needs to be comforted; while in the latter verse Jerusalem (spiritual Israel) is the one that brings the "good tidings" or comfort.

It is manifest therefore, that the anointed ones of the Lord; those who have been advertising the King and the kingdom; who have been lifting up a standard for the people, and who have been proclaiming the name of Jehovah, are the ones here addressed as Zion and Jerusalem. They are to be the ones who will be honored in bearing the message of comfort to Israel after the flesh. The doing of this work will bring the same joy to those who engage in it as has the work of the church in preaching this gospel of the kingdom to all the (Gentile) nations for a witness.

METHODS OF WORK

Just at this time when the work of the Lord's people is turning to Israel we find an unusual agitation among the Jewish people concerning their beliefs and doctrines. This will undoubtedly place many Jewish people in an attitude to listen to our message who would previously have paid little or no attention to it. Thus another of the Lord's overruling providences is manifest in the work of comforting Jerusalem now. The Director of the Pease, Minn. service bureau writes:

> "We have an experience to relate that might be of interest to you. A Jew was canvassing for a farm journal in the eastern part of our territory, and thus called at the home of one of the brethren. This Jew got interested in the presentation of the truth to such an extent that he purchased the full set of eight books and four of the booklets."

Different Style of Canvass Required

Soon the consignments of COMFORT FOR THE JEWS will be received by your Director. Each of the workers will be anxious to carry this message to those for whom it is intended.

The canvass to be used in approaching the Jewish people will be somewhat different from that used in offering other truth literature to the Gentiles. By way of suggestion we offer the following sample canvass which has been used by brethren heretofore.

CANVASS: Good morning! Recently the International Bible Students Association, whom I represent, has held public lectures on the subject: "Palestine for the Jew. Why?" Judge Rutherford who is president of this association has prepared a book on the subject: COMFORT FOR THE JEWS. (Here present volume.) This discusses the activities of the Jewish people in Palestine today as being fulfilments of the words of the prophets written in the Holy Scriptures many centuries ago. It takes up the subject from a historical, political and religious standpoint and shows the reason for the great work among the Jews in rebuilding their homeland after it has lain desolate for so many centuries. The author of this book has been to Palestine twice. Mr. Nathan Straus wrote to Judge Rutherford commending him for his lectures on the subject of the rebuilding of Palestine. Mr. Straus' letter appears in the front of the book. Mr. Straus also acknowledges receipt of a copy of this book sent to him immediately after its publication, by this letter. (Here show second letter from Mr. Straus.) This book is not an attempt to proselyte the Jewish people, but rather a pointing out to them that their work in re-building the Holy Land is foretold by the prophets of Israel and will lead to even greater blessings to the Jews and to the entire world of mankind. The price of the book, cloth bound, is 50¢—paper bound, 25¢. I would like very much to leave a copy with you, as I am sure you will appreciate reading it.

The letter referred to from Mr. Straus as being the second one was photographically reproduced and a quantity of printed copies have been sent to your Service Director. A copy may be obtained from him. One point to consider in canvassing the Jews is that a short canvass is the most effective.

A Good Talking Point

Other arguments may be presented later if the canvass itself does not excite the interest of the prospect sufficiently to take the book at once. Such were used by several of the brethren, one reporting as follows:

"After failing to obtain the interest of the prospect by my regular canvass, I immediately quoted the words of Isaiah 40: 1, 'Comfort ye, comfort ye my people, saith your God. Speak ye comfortably to Jerusalem and cry unto her, that her warfare is accomplished, that her iniquity is pardoned: for she hath received of the Lord's hand double for all her sins.' I then remarked: 'Someone outside of the Jews must deliver this message of comfort to you. *This is it.*' I was able to place COMFORT FOR THE JEWS in four different places by the use of this scripture where I am sure I could not have sold the books if I had not thus used it. I was also able to sell a copy to a Rabbi.

—J. C. EDWARDES, *Brooklyn, N. Y.*

Israel's "Double"

Another talking point is the "double" which can be briefly reviewed to the one being canvassed, as done by the brother who reports:

"I have found that more success has followed by briefly referring to the Jewish 'double' in the latter part of my canvass, when other points fail to produce a sale. I ask them: 'Is it not worthy of consideration that God's favor is returning to the Jewish people at this time when we note that for a period of 1845 years from the organization of the Jewish nation until the time of the dispersion you have enjoyed the favor of Jehovah, and that the dispersion followed as a result of Israel's sins against her covenant? Now we find that a like period of 1845 years has passed which ended in 1918, at which time official recognition of the Jewish nation took place. Your people are now being re-established in their homeland.' The fact that many of them do not know of the double is reason for their interest being excited and I find that practically all of my sales have been made by thus referring to this matter."

—G. E. HANNAN, *Brooklyn, N. Y.*

A Third Good Point

The Jewish people are monotheists; that is they believe in one God. The churches of Christendom have taught the doctrine of the Trinity, which is unscriptural. On some occasions it might be well to point out that we do not believe in the doctrine of the Trinity. One of the brethren had such an experience:

"I canvassed a lady who I thought was a Gentile, but who showed interest in the subject. After talking with her a few minutes she asked me: 'What God do you worship?' to which I replied: 'I worship Jehovah God, the God of Abraham, Isaac and Jacob.' 'Do you not, then, look upon Jesus Christ as your God?' she further asked. 'No ma'am. Jesus plainly says that he is the Son of God and not God himself. The churches of Christendom teach the doctrine of the Trinity, which declares that God and His Son and the holy spirit are one and the same thing, and yet they are three gods; but the Bible does not teach such a doctrine. There is only one God, Jehovah; and Jesus Christ is his Son.' Her interest increased at this and she asked further concerning the crucifixion of Jesus. I found that she was a Jewess and she was glad to receive COMFORT FOR THE JEWS."

—F. A. JULIAN, *Brooklyn, N. Y.*

Enlarged Privilege of Service

A number of different situations and problems will arise to the individual worker which will need to be worked out in the service meetings of the class. Further information regarding the campaign for the Jewish people, is being forwarded in the LETTER OF INSTRUCTIONS TO DIRECTORS.

It was an honor to be the angel to point Hagar to the spring which saved Ishmael from dying of thirst. God is more highly honoring us in making us his messengers to point his people, typified by Ishmael to the fountain of truth from which they may draw refreshment. The COMFORT FOR THE JEWS book opens another avenue of service. It is an enlargment of our privileges and means an increase in our joys in the Lord. "Rejoice ye with Jerusalem, and be glad with her."—Isaiah 66:10.

We remember you in our prayers as you go forward to comfort Jerusalem.

With Christian love and greetings, we are

Your brethren and servants in the Lord,

Watch Tower Bible & Tract Society
Service Dep't.

Bulletin

THE KINGDOM OF HEAVEN IS AT HAND

March 1, 1926

LAODICEANS! COLD OR HOT?

Revelation 3: 15.

SINCE the time of Abel God has found only a few in the earth who have really believed him. There is now only a mere handful who have faith in Jehovah. This condition is due to the wily operation of the foe of God and arch enemy of man—Satan. So successful has the Devil been in blinding the minds of people and attracting their worship to himself that truly "the whole world lieth in the wicked one". Ask anyone not in the truth what the kingdom of God is, and note how ridiculously foolish the reply. The Devil has made people come to believe that death is their friend, the stepping stone or door to something glorious; and that a resurrection of the dead is utterly preposterous.

Imagine bright-minded people of our day, according to the world's standards, believing that at one time they were monkeys or tadpoles or oysters or something. Our wise men give credit to a silly old goose for having sense enough sometime in the remote past to provide himself with a coat of fine feathers and a permanent supply of oil in a convenient place on his tail to keep himself warm and dry; but after millions of years of evolution man must spend practically all of his time, energy, and money to buy clothes and umbrellas or get wet and die! How foolish!

Dear brethren, how thankful we should be for the truth; what a glorious privilege is ours to know the divine plan and to serve the great Jehovah, its Author! There are only two ways that please God —cold or hot. One who is cold is at least honest; there is hope for him. A lukewarm Christian is dishonest, hypocritically trying to carry water on both shoulders. Our religion should be our Big Business; and to the extent one really has faith in God, to that degree he will be *hot* and be a witness in the earth that "Jehovah is God".

METHODS OF WORK

The class workers who have canvassed for the eight-volume combination at every home realize the success that follows in placing the full sets. It is true, however, that although the sale of sets has been very good in employing this method, it is impossible to place even a HARP or a booklet in every home canvassed and in a large proportion of the calls the one canvassed is not even considered a prospect for the sale of the set. This is due to the circumstances of the people on whom you call and the attitude of their minds. Some refuse to buy the full sets because they are financially unable to spend $2.85; others are opposed to the truth or have no interest at all in the message of the kingdom; and still others refuse to purchase for various other reasons. Although you have taken the time and expended the energy to sell a set at every house you have canvassed, in many instances no sales have been made and in other cases only a HARP or a few booklets have been placed.

Outline of New Method

The territory that you would look upon as being ideal would be that where every person you canvass would be known to be a good prospect for the sale of the eight books. In a field such as this it could very reasonably be expected that a full set could be sold in every four to seven calls made. You would be able to canvass enthusiastically for the sets because you would know before you began to work that you had all good prospects. That is, you would know that the people you were going to canvass were interested in the truth, that they had money to spend for our literature, etc. Thus concentrating on this field, with all good prospects, you would know that your sales would be larger than if the territory being canvassed had a large proportion of people in it that could not or would not purchase from you. Such a desirable field for set canvassing does not exist of itself, as far as past experience indicates, but a method has been devised whereby such a territory can be created.

The LETTER OF INSTRUCTIONS TO DIRECTORS contains the information concerning this new scheme of placing sets, which has been named the "selective prospect" method of canvassing for the eight books. The Service Director of your class will outline the details of this new method at the service meeting, but for your immediate information the method is, very briefly, this:

Two sets of workers are employed in the class operating. One set canvasses for booklets only, offering three for 25c, dropping to one for 10c as a finale. At the same time the worker is canvassing for booklets he is to make notes of the people on whom he calls whom he would consider good prospects for the full sets, thus sorting out those people who have money, who show interest, etc. A record of the "selected prospects" is to be given to the Service Director with the report of the booklets sold. He will arrange them so as to get all in a certain territory; and about one week later the second set of workers are dispatched to canvass only the selected prospects for the set of eight. In thus canvassing, the workers take the time and expend the energy to sell full sets where the possibility of selling them is good. Thus economy of time and strength is made in canvassing for sets, and those people who would not buy sets under any circumstances are not neglected; for they have had the witness given to them and have had the offer of the booklets.

In carrying out this method a number of details require careful consideration, and these are all taken up in the LETTER OF INSTRUCTIONS TO DIRECTORS so that the method can be made to fit conditions in your territory.

We submit for suggestion two canvasses. The first one to be used by the first worker who sells booklets and the second one to be used by the one who canvasses for the sets when he calls on the special prospects. The canvass for the first worker should be short, pithy and right to the point. His work is to uncover the special prospects for the second canvasser, so he takes only the time that is necessary to make the sale of the booklets. The second worker uses a longer canvass which is necessary when selling the full set. The canvasses we offer are not ironclad. We suggest them for the benefit of the workers who desire ideas in putting this new method in operation in your service bureau. We prefer that each worker use the canvass that is most suitable to himself as long as the tenor of it is in harmony with the general trend of canvass now in use in lifting up the standard for the people. The suggested canvasses follow:

Suggested Canvass for First Worker

Good morning! I have some good news for you. I represent the INTERNATIONAL BIBLE STUDENTS ASSOCIATION, who have been telling the people that "millions now living will never die". You have often wondered why death exists and if it will ever be overcome.

The people are dying everwhere because they are living according to a false standard. This booklet (Here produce the STANDARD FOR THE PEOPLE booklet.) shows God's standard by which the people may gain man's heart desire: Peace, prosperity, life, liberty, health, and happiness,' right here on earth. Judge Rutherford is the author of this booklet. He lectures and answers Bible questions over the radio in New York City weekly. Over 14,000 turned out to hear his lecture in Madison Square Garden, New York; and 35,000 crowded into the Stadium in Los Angeles. So you see he is a man well worth listening to.

This booklet—COMFORT FOR THE PEOPLE—is by the same author. It is just what its name implies. It pointedly answers these seven questions (Point to the questions on front cover.) and others just as interesting.

The governments of today, including that of the United States, are all in danger of falling into the hands of dictators. This third booklet (point to the DESIRABLE GOVERNMENT booklet) shows what is the really desirable government for man and how God will establish it in our day and by it bless all the families of the earth, living and dead.

This set of three booklets sells for 25c. I desire to leave a set with you. You will realize a great personal blessing from them.

Suggested Canvass for Second Worker

Good morning! The reason why I am calling is that I have some Bible study helps. They are entitled STUDIES IN THE SCRIPTURES. This book (produce volume 1) THE DIVINE PLAN OF THE AGES has the largest circulation of any book on Bible subjects aside from the Bible itself. Nearly six million copies are in circulation in thirty-five different languages Note this chart showing the three worlds of earth's history—the first world which ended with the flood in Noah's day. It was not the earth that ended but the old order of things. This present evil world is so called by the Apostle Paul. It certainly has been an evil dispensation, has it not? The third world the Apostle Peter says is the world to come wherein dwelleth righteousness. When one understands these three worlds, the whole Bible becomes like A B C, so much easier to understand. The seeming contradictions which some people think are in the Bible disappear and one can see that the Bible contains one great harmonious plan for man's salvation. Very many people have asked why God permitted sin to enter into the world, when he had full power to stop it! You usually see the righteous suffer and the wicked flourish. This chapter (No. 7) shows why, and also how Christ's kingdom will soon overcome this world of unrighteousness.

Look at this companion book, THE HARP OF GOD. It takes up the ten fundamental doctrines of the Bible in their exact order; namely, Creation, Justice Manifest, The Abrahamic Promise, The Birth of Jesus, etc. (Show table of contents briefly.) If you look up any of these subjects in your Bible direct, it would take you a lot of time to locate the scripture on it. A person might not know where to find some scriptures. But by turning to the HARP OF GOD and by reading a few pages you have the whole subject brought together in a very brief, condensed form. You can then read these questions at the end of the chapter to check up on what you have read. Each paragraph is numbered and you can easily find the answer to any question by refering to the number. A busy person can turn to one of these chapters and get as much from a few minutes' reading as from hours of study with just the Bible alone.

THE FINISHED MYSTERY, explains the mysterious books of Revelation and Ezekiel, verse by verse. The 19th chapter of Revelation is entitled "The Overthrow of Satan's Empire", the 20th chapter "The Thousand Year Reign of Christ". The verse is printed in heavy type, the explanation in lighter type. Verse two reads (point to black type) "And he laid hold on the Dragon, that Old Serpent, which is the Devil and Satan, and bound him a thousand years, . . . that he should deceive the nations no more". The very next Chapter is entitled: "The Descending Kingdom." It says: "There shall be no more death, neither sorrow, nor crying, neither shall there be any more pain: for the former things are passed away." That is a hope worth having, isn't it?

There is a complete set of these volumes, eight in all. You will be surprised when I tell you that this complete set of eight books is being sold for only $2.85. Many people think we mean that is the first payment, or the price of each book. But no! $2.85 pays for all eight books. We are in a position to deliver a set to you at once. You could not buy a more thorough library on the Bible at any price. I am sure you will enjoy having a set in your home.

Suggestions From the Field

It has been suggested by a brother who has been using a canvass similar to the foregoing that it is quite profitable to show the books one at a time with the prospectus as suggested in the canvass instead of showing all the books immediately. A letter from him follows:

> It has seemed to me to work the best to canvass with the prospectus and keep everything out of sight. I carry the first and seventh volumes, HARP, and prospectus in a colporteur bag, and canvass for Volume One alone. Next I say: "Here is another book that goes with it," pulling out Volume Seven. Then I say: "These books are being sold in a set, you will be surprised (opening up the prospectus) when I tell you the complete set sells for only $2.85 and besides that another book (showing the HARP) goes with the set, making eight in all." It is certainly true that one has much better attention given to every word said when the prospects do not see a whole set of books. If they do see the whole set in the beginning and I do not tell the price, they are thinking and sometimes interrupting and saying, "Times are so hard, I could not think of buying a set of books now." With the one or two books in sight they step right up and get interested. If they see a whole set they expect that it will take a long time, and they are thinking about how busy they are and will cut off the canvass before I can arrest their attention. After the interest is obtained it makes no difference, I spring the price with the surprise and it almost takes them off their feet.

People Want the Books

This year with its favorable conditions seems a most propitious time for canvassing with the eight volumes. Since you have been experimenting with the canvass for the full sets for three years we believe that the experience you have gained in presenting the volumes will be of material benefit in making this the principal canvass during 1926. We trust that many of your experiences in working with the sets this year will result in success such as the brethren report in the following letters:

> The complete set seems to be what the people appreciate and want more than anything else. We had an instance where the Lord manifest his favor on the canvass for the set. Our shipment was delayed and our books all sold, so we had only a prospectus and the Seventh Volume to work with. Many people were out of work, and it seemed almost useless to canvass for the set without having even a small booklet to sell. I decided to try it however, and borrowed a HARP which I had sold a few days previous, and with the prospectus took orders for ten sets of eight volumes and four HARP courses in less than six hours. Seven of these sets were delivered when our shipment arrived. Had I not canvassed for the set instead of placing sixty bound books I would only have placed about ten or twelve. During the time we were out of sets I tried working with just the combination of the HARP, WAY TO PARADISE and booklets. The result was that the total number of books placed decreased about fifty percent. The Lord has manifested His favor and blessing in every way upon our efforts to place the complete set of eight in the homes.
>
> —Gilbert Smith, Colporteur, *Louisiana.*

> I went out today to a little corner where I had not been, and sold two sets of eight in less than an hour; made some back calls and sold a set of seven, and came to my room at four p. m. so full of the joy of the Lord that I had completely forgotten that I had not eaten breakfast or lunch. . . . The repeated cry is: "I want them all—I want all those books!"
>
> —Mrs. C. A. Miles, Colp. *Michigan.*

The Joy of the Lord

The message of truth continues to comfort those in distress and points out to them the "comfort wherewith we ourselves are comforted of God". The brethren receive the joy of the Lord in such experiences. The following letter was an example of both:

> If you could only see the expression on some of the people's faces it would do your hearts good! Just one such experience makes the way well worth while; but oh! the gratitude and amazement with which some listen! You can see how passionately grateful, how wild with joy, they are going to be when their loved dead return, from the way they listened with wide eyes, drinking in every word. "Grand! that is the grandest thing I ever heard!" one woman said after I had answered her questions. She was very, very poor, but took the HARP. She looked in astonishment, first at the Restoration picture, then at me; then her face quivered and she began to cry. I know how she will look when she sees that child she has lost.
>
> —Nellie Elliott, Colp. *Indiana.*

Praying that the heavenly Father may prosper your efforts to lift up the standard for the people and that your labor of love will be fruitful to his glory, we beg to remain

Your brethren in the joy of his service,

Watch Tower Bible & Tract Society
SERVICE DEPT.

Bulletin

THE KINGDOM OF HEAVEN IS AT HAND

April 1, 1926.

"IF YE DO THESE THINGS"

It was Jesus who said, "Many are called but few are chosen." The evident reason is that many hear the word of the Lord and at first they rejoice therein. A consecration follows and then justification, which constitutes the call to the high calling. Such a one being begotten becomes a new creature in Christ and is now ready to do something to prove his consecration is real. Comparatively few really appreciate what it means to be a Christian. One may enter the service for awhile and after working a few months or years conclude that enough has been done and he will step aside and let someone else do the work. Such does not hinder the Lord's work but it is a great mistake upon the part of the consecrated child of the Lord. Service to the Lord cannot be undertaken and then laid aside at the suggestion of any whim. Failure to continue in the service shows a lack of appreciation of Jehovah and the Lord Jesus.

When one gets really into the truth and the truth truly gets into him, then he begins to realize that the greatest privilege any creature has ever had or ever will have is to serve the Lord at the present time. He begins to realize that the Lord is building an empire, that he is invited to have a part in it, that this will soon be complete and that then there will be no more opportunities. If he continues in an attitude of appreciation and rejoicing in serving the Lord and in obedience to His commands, his joy and his usefulness will increase.

St. Peter in the text first above quoted is not telling the Christian how to develop a character. He is telling the Christian what he must do in order to be assured of entering into the kingdom. It will be observed that work is connected with everything he is told to do. Serving the Lord is his very meat and drink. If he fails to take advantage of an opportunity of service he gradually dwindles away. The apostle in 2 Peter 1:5-11 is detailing the things that must be done; and he concludes with the words, "If you do these things, ye shall never fall: for so an entrance shall be ministered unto you abundantly into the everlasting kingdom of our Lord and Savior Jesus Christ."

The final work of the church on earth is now progressing. God will have the witness given concerning himself and his plan before the final end. Let every consecrated child of the Lord ask himself, "Am I doing with my might what my hands find to do? Am I taking advantage of every opportunity in obedience to my Father's command to render my reasonable service to him?" (Romans 12:1) If not, then hasten to engage in the work. If you are engaged in the work, then continue to do so joyfully; and the promise is that in due time you shall reap if you relax not.—Galatians 6:9, *Diaglott.*

The Lord has provided instruments with which every one of his children may work. If you have not an opportunity to engage in the Pilgrim service, surely you can find some opportunity to talk with your neighbors about the truth and to put into their hands the books and other literature that explain the divine plan. Thus doing you are obeying the command of the Lord by testifying that Jehovah is God, that Christ Jesus is the King and that the kingdom of heaven is at hand!

METHODS OF WORK

1926 will prove, we believe, a great year of witnessing. Many homes are to be reached with literature. Many homes are anxious to have it. But we believe that many homes are not reached with the literature, often because the plan of presenting the literature to the people is not so thoroughly understood as to allow intelligent cooperation. The March BULLETIN recommended a method of work known as the Selected Prospect method. We recommend that workers give close attention to the outline of this work in order to become acquainted with the plan of procedure and the necessary instructions to make the plan successful. Those who are privileged to engage in the service should endeavor to increase their ability to present the message; and this ability can be increased by a sort of schooling, trying out the canvass in your neighborhood or in territory that is very easily reached.

How Are You Met?

The particular interest in the Selected Prospect canvass is in the results that it obtains not only in noting the people who are good prospects for the sale of STUDIES IN THE SCRIPTURES but also in noting the effect that the canvass you have given has made upon the people. We would like the workers to report to each other in the workers' meeting as to the attitude of the people: How many of them have a changed expression, a better outlook, and who he believes have been comforted as a result of just hearing the canvass. During the next two months we would urge workers to attend the workers' meeting and to participate in the discussions so that for the territory assigned to your Class a well-laid plan might be outlined for the coming year.

"Selected" Wokers Method

A brother who has been quite successful in the Selected Prospect canvass has used the following canvass. His method of approach is to try to overcome the feeling that people generally have toward filling the bookcase with much more reading matter than they already have. Hence in the canvass following he tries to lead the person being interviewed gradually to the booklet first by the mention of the author, next by the service that is being rendered over the radio, and then by the interest that great cities manifest in his lectures. The booklet is then presented when the interest has been roused. This brother has in twenty-four service days sold 2397 booklets, and the back calls upon these sales have resulted in many sales of STUDIES IN THE SCRIPTURES. The following is the canvass he is using at present:

Canvass

Good afternoon. I represent Judge Rutherford, broadcasting every Saturday night and twice on Sunday from W B B R on a wave length of 273 meters. No doubt you have heard some of the Judge's lectures. He is one of the few men who ever filled Madison Square Garden. 14,000 came out to hear him there, and 35,000 at the Stadium in Los Angeles; so he is a man well worth listening to.

Some of the Judge's lectures are

to be had now in permanent form. This one entitled THE STANDARD FOR THE PEOPLE is just what its name implies. In it the Judge shows just how, when and why Peace, Prosperity, Life, Liberty, Health and Happiness, man's heart desire, will come to the people. It is the most optimistic little book in the world.

The entire lecture, as you have it there [or, as I showed it to you—depending on whether they received the book when first tendered them] is sold in lots of three for a quarter. The idea is that you would read one of them yourself, and pass the other two on to some that are sick or out of work or in need of comfort; and surely the world is in need of a lot of comfort at this time.

I would like to leave a set of these with you. The set includes these three different books [show three different booklets], all treating the same general theme from different angles, or you may have all STANDARDS, if you wish them. This little book will not only bring a great personal blessing to yourself, but a blessing to every one to whom it may come. And a quarter is not a large investment for something that will bring you lasting joy and prove a blessing to others.

Special Attention to Rurals

Past years have seen much work in the larger cities, but for 1926 we have recommended to Directors that they plan to concentrate efforts in the rural sections, especially the smaller towns of the Class assignment. Results, however, are with the worker. This means that if the plan is to be successful workers will have to plan to get into these smaller towns and rural sections at an earlier date this year than in past years. There are some things that almost make this impossible for many; home duties, children still being at school, etc., seem to require one's presence in the home during the early part of the year. However, we have asked Directors to plan to canvass their rural sections during the months of April, May and June, and to repeat this canvass during the months of July, August and September; and then concentrate their efforts in the winter months of the year in the cities.

The Selected Prospect method of canvassing reduces the amount of time that a worker needs to spend at each call; and this conserving of the workers' time should enable them to have more time to reach territory that has not been witnessed to so extensively. The complete set of STUDIES IN THE SCRIPTURES seems to be more in demand each year, and we believe that favorable conditions of 1926 present good prospects for placing a number of sets of STUDIES in rural sections.

A Reading Populace

The rural districts in isolated territory generally contain many people who are hungering for the truth. These people are not so closely in touch with the life of the larger cities; and their territory cannot be reached during the winter months of the year, the season when the rural people have the most time for reading. The object for urging a canvass of the rural sections the first three months is to awaken an interest which can be taken advanta-

of in the succeeding three months; and this interest we believe should be taken advantage of before it has cooled, and while the people feel a need for the literature. After the territory has been gone over the first time there will be prospects to be called upon for the STUDIES IN THE SCRIPTURES; but this call reaches only those who have been favorably impressed with the canvass and who manifested their interest at the time of the canvass. The others who purchased the books or booklets as well as those who merely heard the canvass are the ones that we would like to see called upon during the months of July, August and September. It is this interest that is continually reported from the rural districts that we would like to see developed and encouraged during 1926, interest such as the following letter reports:

"While canvassing a rural district here at noon I came to a Polish home. The mother bought the HARP and small booklets for a son of hers about fourteen years of age, a schoolboy. After I had gone down the road a way, the little fellow came up to me and said that the school teacher wanted to see some of these books. (The little fellow had told her about them in the meantime.) Later, on the way back, I stopped at the small country schoolhouse, rapped on the door and was asked in, canvassed the school teacher, and had about twenty minutes for questions and answers with a class of thirty-two, ranging from twelve to twenty years of age. And, oh, how they just loved it! I would have liked to stay there the rest of the day, but on account of its being school hours it was impossible. One little fellow (by his mother having the books) was able to answer a good many questions. I thought at that time how those children would love and study the truth if it were taught to them. After our little meeting I closed the canvass with the teacher and found she already had the books in her home, but really had not as yet studied them. She said then that at her first opportunity she would read them. May the Lord bless her and those dear children! To myself it is something that I shall never forget, that opportunity of advertising the King and the kingdom in the country schoolhouse under our King's guidance."

Your fellow servant,

Vivian S. Storm, *Colporteur*

We have asked the Director to report upon the results that are obtained from the new method of work as quickly as possible, and we urge the workers to employ this plan and to discuss it freely at the Workers' Meetings so that the Director might have a full report to forward to this Office. It will be from these reports that a final plan will be formulated, and we believe that with the transfer of suggestions, not only by workers in the Class, but by one Class with another through the BULLETIN that the work itself will be better advanced.

May you then as you strive to advance the interests of the Lord's cause be blessed with much of His spirit, and we know from His Word that He will sustain you with much of His grace and strength in your times of need.

With Christian greetings, we are

Watch Tower Bible & Tract Society

Bulletin

THE KINGDOM OF HEAVEN IS AT HAND

May 1, 1926

DOING THE WILL OF GOD

THERE is a great difference between knowing the will of God and doing it. There are some millions of people in the world who talk glibly about consecration, and who seem to know that consecration is the only right course for every Christian and for every human being, and yet it largely ends in talk; or the consecration, if there is one, is a consecration to the doing of the will of some movement or some sect or some individual, often as not their own will.

The consecration of the Lord Jesus was not of this sort. His consecration was to the doing of God's will, not the will of the High Priest, the scribes or the Pharisees, nor even the will of those nearest and dearest to him according to the ties of the flesh. We have his own words on this point when he said, "Who is my mother, or my brethren? . . . whosoever shall do the will of God, the same is my brother, and my sister, and mother." —Mark 3:33, 35.

The Lord Jesus found the greatest joy of his life in doing God's will. Even his own disciples, not yet begotten of the holy spirit, could hardly sense the meaning of his words when he said, "I have meat to eat that ye know not of. . . . My meat is to do the will of him that sent me, and TO FINISH HIS WORK."—John 4:32, 34.

Is this our attitude of heart, dear brethren, toward our God? Nothing less than this could be acceptable to God. It was the attitude of the apostles and of the early church; and they set a splendid example for the church in all ages, and especially for the time in which we live. Classifying all this under the word "Love" St. John wrote:

"Every one that loveth him that begat, loveth him also that is begotten of him. By this we know that we love the children of God, when we love God, and keep his commandments. For this is the love of God that we keep his commandments: and his commandments are not grievous. For whatsoever is begotten of God overcometh the world: and this is the victory that overcometh the world, even our faith."—1 John 5:1-4.

St. John is telling us as plainly as he can that the doing of God's will is the joy of his heart, and that he recognizes that the doing of God's will implies activity in the service of the truth and of the brethren. Equally with the Master he could say, "My meat is to do the will of him that sent me, and to FINISH HIS WORK."

Let us notice that our Master did not say, "I have meat to eat that ye know not of. My meat is to *know* the will of him that sent me." True, he did seek with greatest care to know that will. The entire forty days in the wilderness were consumed in the study of it, as it is set forth in the Scriptures. But it was the doing of it that specially engaged his thought, and his one consuming ambition was to do it until he *finished* it. The context shows that this

work which the Master desired to finish was harvest work, the same task upon which our own activities are centered and which we also desire to *finish*.

The summer is before us; and with it there are lighter evenings, Saturday and holidays which present additional time that we might give for work in one way or another. Daylight saving becomes operative, which not only places one extra hour a day at our disposal but so arranges the day that we have one or two evenings a week that during the previous months were found well occupied otherwise.

Vacation Opportunities

Then with the summer scheduling of work many business houses close all day Saturday. This places additional time for canvassing, as do also the frequent holidays throughout the summer. Vacation periods, too, will amount in some instances to two weeks' time. We merely enumerate this additional amount of time which the friends will have at their disposal so that at the beginning of the summer each one can allot what proportion of the time he feels he can devote to active service in the field. This field can produce extra results such as the following letter tells about:

Paso Robles, Calif.

Week before last we tried out the plan you suggested in one of the late BULLETINS in regard to evening meetings after the service day, and the result was we had three cars and nine workers out. Some who thought that they could not sell books readily went ahead and arranged the dinner; and after the day's canvassing was done we gathered at the lake and had a good meeting, many interesting experiences related.

Last week we went before the class and asked how many would like to have the same arrangement for the week; and all voted to do so again. And we did, with the result that we had out four cars and fifteen workers and several who volunteered to arrange the dinner again. So altogether we had about thirty friends and had a good evening meeting. These meetings were held on Thursday night so as not to interfere with the regular prayer meeting.

We are still confining our work to the rural territory while the weather will permit, so as to have the towns to work when the weather and roads get bad.

We plan this week to make some short camping trips to some territory which has not been worked.

J. L. Cummins, Class Director.

"Going out into the Highways"

The summer weather presents many opportunities for work in the rural districts, and there is much to be done in territory that cannot be reached in the other months of the year. We have asked the directors to acquaint the class, and particularly the workers, with what amount of effort will be necessary in order to canvass the rural territory twice this coming year; and we suggest that each one who considers what time he will have during the summer months take upon himself the responsibility of so employing such time as to enable him to shoulder his responsibility of witnessing to the extent of accomplishing such a wide dissemination of the truth as we believe 1926 will allow. Probably some arrangement such as the Watertown Class employed could be worked out.

The experiment tried by the Watertown Class last year, of renting a furnished cottage for a week, and of having as many of the friends as could do so camp there, in order to canvass the far-away territory, worked out so well that it was decided this year to spend a month in this manner.

During the month of September an average of about twenty-three class members camped on Lake Chateaugay, distant about one hundred and sixty-five miles.

Some stayed the whole month; while others spent a longer or shorter period, as their business or family affairs permitted.

Equipped with three cars and a camping outfit of three tents to supplement the cottage rooms, together with books, cots, oil-stoves, bedding, etc., we spent a comparatively comfortable and most profitable time.

During our stay, considerable of the territory of Clinton and Franklin counties was covered, the majority of the people hearing the kingdom message for the first time; and we were enabled to place 4142 books.

You might be interested in some of our experiences: A Sunday School teacher of boys had been looking for something of special interest and practical value to supplement the regular lessons. She was delighted to get the set of eight and four booklets.

One dear lady gave every evidence of being a consecrated sister. Had "come out" of the systems and was praying for more light, and felt that the Lord had answered her prayer and was so happy to obtain the volumes. She has already written her further appreciation of the message, and tells that her husband, who is a Catholic, is also enjoying the reading.

Next day one of the other members of our party called on a lady who so desired the Bible helps that, unconsciously clasping her hands, she almost prayed for them. This incident was related that evening at supper; and it was generally agreed that there was no doubt as to where the Lord would have placed the books for which a hardened soldier had donated the money the day before. "Before they call I will answer, and while they are yet speaking, I will hear."

"Joy Riding" to Scatter Joy

You can co-operate with the director by advising him what territory you would prefer, particularly in the case of those who have automobiles and who would use certain evenings of the summer months for recreation auto rides. It would be assistful to the director if you would designate the route you would like to work.

There is much territory in which houses are scattered from one to six miles apart. Evenings generally find the men returned from the fields and the family gathered about the home. This is an excellent time for canvassing; and if in their auto trips used mainly for recreation workers could employ time sufficient to canvass five or six of these scattered homes along the roadway, we believe that this rural territory, this scattered territory, could in this manner be canvassed at least twice in the summer months. Evening canvassing has the advantage of finding people, especially in the rurals, with much time to listen.

I have never liked to go out in the evening, but decided that I did not want to waste the time, so went out both evenings that I was there. One evening I found a lady who was partly paralyzed. She was so glad to hear the good news that her eyes just filled with tears. She bought the HARP.

The next evening I found a woman who was left alone with a large family of small children. She told me that she studied her Bible so much but could not understand it. She had already bought a set when she happened to think that she had some kind of book like them. These proved to be a set of our books with a different binding. You may imagine what joy it gave me to try to show her how she could put the books to good use. The only one that was missing was the HARP, which she bought. All these things help me to realize what the joy of the Lord really is.

Mrs. J. C. Wilson, Bishop, Calif.

If you can advise the director early enough he could so gauge the canvassing of these houses that one or two months might elapse

between the first and second canvass. There is much work to be done. This naturally requires time; and time seems to be the most precious thing that those interested in present truth possess.

At the beginning of the summer, then, might it not be a good method to determine how much time would be placed at your disposal by the arrangements already mentioned, and what time you can employ in the work. If this studying out beforehand presents to you the time that will be available, we are sure that if you can find a few days or possibly a week at any time for the service during 1926, then 1926 will have a greater number of homes called upon and a greater number of homes in which the literature has been placed.

"Redeeming the Time"

Opportunities often are closest at hand and overlooked in viewing a more distant field. Note the discovery of this brother:

> I had thought of getting one of the brethren to canvass around my home, thinking that a stranger would do better than I could. But one evening I thought that I would start a little early when going to meeting and canvass two or three houses on my way. I stopped at three homes and sold three HARP Courses and two copies of WORLD DISTRESS. This rather surprised me; so I thought I would try it again. I went out a few evenings later and sold a set of eight and a combination. The next evening I sold two sets of eight and one HARP STUDY Course. Last week I worked three evenings and awhile Saturday afternoon, about five hours in all, and I sold three sets of eight, took orders for two more to be delivered this week, sold eight Jews copies of COMFORT FOR THE JEWS, three HARP Courses, one First Volume, two combinations, two WORLD DISTRESS booklets, and one each of the DESIRABLE GOVERNMENT, HELL and OUR LORD'S RETURN booklets.
>
> This is very remarkable for me; for I am not a good salesman by any means. And I am wondering whether there are not many of the brethren just like I have been, thinking some one else could do better with their neighbors than they. I think it would be a good thing for all such to try themselves first before putting in some one else.
>
> The work here is progressing fine and we are all looking forward with joy to another good year in the service.
>
> *D. M. Lafferty, Oil City, Pa.*

"Patient Continuance in Well Doing"

Of course there will be inclement weather, storms, miscarriage of plans, and other things that will hinder your employing the time which you see you could employ; but by keeping a note of what is planned to do and comparing it each week with what you have done, you could note what progress you are making from week to week in devoting the time you expect to do. Thus you can re-arrange your plans so that the time you intend to devote to the service will ultimately be given to the service, even though that time was interrupted and in some instances required that double time be given one week because of no time the previous week.

We urge the workers to make a study of the time problem and the amount they can give to the service; for this is one of the vital elements of the work upon which depend much of the results, in fact, upon which depends the very results that we may obtain. May the Lord bless you as you strive to be a faithful steward over this valuable possession that He has entrusted to your care.

With Christian greetings,

WATCH TOWER BIBLE & TRACT SOCIETY

Bulletin

THE KINGDOM OF HEAVEN IS AT HAND

JULY 1, 1926

"I Must Work . . . While It Is Day"

ONE of the most thrilling stories of Holy Writ is the experience of Jesus and the man that was blind from his birth. The disciples, reflecting upon the great problem of why evil is permitted, and seeing the misfortunes of this unhappy man, had asked the question which, in one form or another, humanity has been asking from the cradle to the grave.

They wanted to know of the Lord, "Master, who did sin, this man, or his parents, that he was born blind?" Jesus did not dismiss their question as unworthy of attention, but proceeded to give them a practical illustration of the reason why evil is permitted and how it is to be overcome. He said to them:

"Neither hath this man sinned, nor his parents: but that the works of God should be manifest in him. I must work the works of him that sent me, while it is day: the night cometh, when no man can work. As long as I am in the world, I am the light of the world."

The Lord thus disclosed that evil is permitted in the earth for God's glory, that it is to be removed from the earth by those that have been appointed by God for that purpose, and that the grand outcome will be to the glory of God, as was manifest to all when this poor blind man washed at the pool of Siloam and came seeing.

The thing that caused the blind man to see was work on the part of our Lord. We are permitted to understand the picture, how that the Lord mixed the clay with the spittle from his mouth; and how that represents that human beings, endowed with the Lord's holy spirit, the truth which comes from his mouth, may be used to open the eyes of the blind.

What an encouragement there is to us for service in the miracle performed by our Lord! The work in which we are engaged is the Lord's own work. The Lord himself is directing it. Our part is to submit ourselves to him, and to be permeated with the truth and the spirit of the truth as the clay was permeated with the spittle from the Lord's mouth. What an honor to be thus associated with the Lord, and to be thus used by him in anointing the eyes of the blind!

There is a further inducement to ser-

vice in this text when we reflect upon the time limitation which the Lord mentions. He realized that he had a work to do while he was in the flesh. The time would come when his eyes would be closed in death and his day of service would be done. Is it not so with us? Do we not see that our time is limited also? There are few hours in any week we can give to the Lord, and we can not be sure how many weeks remain in which we may have the honor, now ours, of acting as his ambassadors in the earth.

New Booklet Covers

What we hope will be a help in the circulation of the booklets is the printing and binding of the HELL and OUR LORD'S RETURN booklets with a new cover design. The new covers are in three colors and try to convey some impression as to the contents of the booklet. The HELL booklet cover tries to leave the impression that the opinions of the people regarding the subject are somewhat hazy and confused. The cover of the LORD'S RETURN booklet presents a picture of the inventions that are evidences of the Lord's second presence. We urge, however, that the old booklets be disposed of before the new booklets are used in canvassing.

Canvassing for booklets, of course, should be secondary. The principal work is that of canvassing for the full set of STUDIES IN THE SCRIPTURES. As nearly as we are able to determine, the stock in the old binding is about exhausted; and a supply in the new binding has been consigned to all classes.

Colored Catalog for Workers

To try to lighten the load of the worker, a small catalog containing a picture of the books in color has been sent with the shipment of new books. We suggest that workers try using the catalog as a prospectus, and report to the director the results obtained. We would rather have the actual results reported than an opinion of the worth of the catalog. The best way to test out a matter of this sort is to try it; and hence if workers will report to the directors how many days they canvassed with the new catalog, how many sets they sell, and whether the catalog enabled them to sell more sets, the director can then report actual information to this office. We are waiting for such information before proceeding with the printing of another edition of the colored catalog.

The work of printing and binding a sufficient number of DELIVERANCE books is well under way, and we trust that the campaign can begin with I. B. S. A. Week.

Meanwhile we urge the workers to get well acquainted with the contents of the DELIVERANCE book, so that they will be able to present it to the public. Prices and the method of work will be announced in the next BULLETIN.

Consider Business Sections

There seems to be quite a field for work in the business sections of cities and towns. Many colporteurs are enjoying good success in confining all their work to the business section. The following is a letter from a colporteur who specializes in this sort of canvassing:

> I asked your permission last fall to work only business houses, as these places have been sadly neglected even in towns where there are lively classes. You wrote me to carry out this program as I had outlined to you. As a result I have had my best success in the last three months. Have made a greater percentage of sales than ever before. Last Saturday, in a town listed at 150 population, we sold over 80 books in no more than a dozen stores. Feel confident we would not have sold half as many if we would have canvassed the homes. In other words, I believe by the way things have been going that if two colporteurs were to go ahead of us and work the homes of a town, we could go back later and work only the business houses and sell as many as were sold in all the homes. This is why, if satisfactory with you, I would like to continue the present method, since it is meeting with such success.
>
> When you get a group of men in a store and canvass them your chances of selling the sets of eight to them are very small. If one does not start the crowd off with a purchase, then usually none of them buy. By selling the 65-cent combination, when one man buys I have sold as high

as ten to twelve in one crowd. They had that much change in their pockets and for this reason purchased. So am trying that which I think is best under the circumstances.

Since such results are to be had, and especially in class territory, we urge workers to consider this work and such as are willing to undertake it, to get in touch with the director for the assignment of territory.

"Tell Your Neighbor"

One brother writes that much of his success in canvassing, especially when offering booklets, is attributed to his suggesting to the people that they pass on some of the booklets to their relatives or neighbors. The following letter contains a suggestion, especially since it emphasizes a work that Gentiles can do for Jews. However, such combinations are not to interfere with the canvass for the STUDIES IN THE SCRIPTURES. Rather such an offer is to be made only when the worker has been unsuccessful in placing the set of STUDIES IN THE SCRIPTURES and must of necessity call attention to other booklets that are for sale:

> Wishing to get as many COMFORT FOR THE JEWS books as possible into the hands of the people, I have found it advantageous to offer the HARP Course at $1.00 with four of Judge Rutherford's lectures in booklet form, making the JEW book one of the lectures, with the suggestion that after reading it one will recognize the importance of loaning or giving it to a Jewish friend, neighbor, tailor, huckster, etc., because their message must come through the Gentile.—Isaiah 40:1, 9.
>
> Tried first making a combination offer for $1.00, but sell more by charging $1.00 for the HARP and including the others. Also they are more apt to take the HARP at 35c alone after dropping from $1.00. In this way I sell nearly as many JEW books as HARPS, and the Jewish message goes forth with almost no extra effort.

Some of the results that isolated territory holds can be gleaned from the following letter:

> During the last week we visited lumber camps in California, finding among the workers quite a few Italians. To our surprise we sold 799 books, all the stock that we had in our car; and during the last few days we canvassed for booklets only. Our hearts were made glad to see the Italians in these camps taking the message gladly.
>
> In one day two of us sold 243 books, and we are praying the Lord's blessing upon the message that it may bring forth much fruit.

Remember the Farmer

Nearly all assignments include some isolated territory. By "isolated" we mean territory that is almost inaccessible and is not reached so regularly as city territory. Reports that we receive from directors indicate that the rural sections particularly are proving a good field for sales this year; and we would urge that classes consider the rural sections even more particularly during July and August. Probably with a little foresight, workers can arrange to exchange books they are offering, and especially complete sets of STUDIES, for the farm products that the farmer has to offer. This may allow workers to supply their tables with fresh produce and at the same time at more reasonable prices than they could purchase the same supplies in the cities.

From all indications we believe farmers are having difficulty in marketing their products this year; and help of this sort would, we believe, be welcomed by the farmers, and in addition place a good number of STUDIES IN THE SCRIPTURES in their hands. We believe that this method would prove more successful in placing sets if the worker, knowing the particular kind of produce of a farm, would offer outright a set of STUDIES IN THE SCRIPTURES for vegetables or fruit in such quantity as would be a fair value for the books. This might prove a more inviting offer to the farmers than to offer the books first at $2.85 and then to suggest, when they say they have no money, that you will take farm produce. The farmer will probably look at his produce as extra and of little value to him; and the suggestion that the worker could use the produce in return for the STUDIES IN THE SCRIPTURES would make him, we believe, a more ready customer. At

any rate, the STUDIES IN THE SCRIPTURES seem to be more what the people are interested in; and hence we urge that workers devise ways and means of placing the complete set of eight books in the hands of the people.

The following letter tells of results had in canvassing for the STUDIES:

> Last week I finished two rural counties. As far as I could find out, there had never been a colporteur through the territory; and I placed more sets this week than during any week of the two years I have been at work: sold 21 sets and received orders for two more. This is evidence to me that the Lord wants those of us who can to go to the people with the message, and there surely will be no excuse for those who can go and do not.

Cooperation Blessing to All

There is one advantage in summer work, and that is, that what may appear to be work can oftentimes be changed into an outing; and especially when there are children in the home and they are home from school. The following letter indicates how one sister has worked out a plan that is meeting with the approval of the children and accomplishing much in the line of service:

> I thought perhaps you would like to know a little about how we work. I have five children: Russell (17) is consecrated and works with me, while Louise (14) and the twins, David and Ruth, aged 5, sit in the car or play by it. We take our lunch and eat in some cool, shady place as we work the rural routes; and I can keep the little ones right with me and care for them and witness for our King at the same time. Tom, who is 12, usually is busy at home.
>
> Last week three cars from Springfield drove to Eldorado Springs, Mo. Mine, loaded with books, children, etc., was one of them. We camped in the tourist park, had a lovely outing and worked the town. Russell and I sold 69 books together.

We have yet about two months of summer weather, and with its end a great part of the territory will be closed to further activity. Hence the present is the time to take advantage of the opportunity of working the country and isolated territory. I. B. S. A. Week will prove an excellent opportunity; and we believe that with the efforts of the workers I. B. S. A. Week, 1926, will be the greatest that has ever attended any concentrated effort in the field. Next month's BULLETIN will outline plans for I. B. S. A. Week.

One of the brethren canvassed a man for three booklets. He understood the price to be 25c each, but was corrected, and even then insisted on paying 50c for the three. This was refused, however, stating that the price was 25c and no more. He said, "I know you are not trying to do me as I have been done in the past." He was then told about the set of eight books for $1.78. He ordered them. The brother had a HELL booklet in his pocket, so he took it out, saying, "I have another little book here on hell." The gentleman said, "I will take that one, too."

This was on Tuesday; so on Friday the books were delivered. The man and his wife were out in the yard at the time. Before the brother reached them she said, "We were just speaking of you, wishing that you would bring those books." "Here they are," the brother said. She said, "Oh, I am so glad! And did you bring the HARP? I have read those little books and am now so anxious to read the HARP." She could hardly wait until the books were unwrapped, but picked up the HARP as soon as she saw it, stating that she was so thankful that the books had come, adding, "I cannot thank you enough."

Of course this experience made us all feel better; and even if we do not find another grateful heart this summer we shall feel amply repaid. One worker sold three booklets in each of nine consecutive homes. Oh, that we could have more workers and more machines! The work is to great, but the "joy of the Lord" is even greater, for those who work, of course.

Your brethren and servants in the Lord,

Watch Tower Bible & Tract Society.

Bulletin

THE KINGDOM OF HEAVEN IS AT HAND

August 1, 1926.

Glorifying God on the Earth

IN OUR Lord's last prayer with his disciples, recorded in the seventeenth chapter of St. John's Gospel, we have a great inspiration to service in those words of communion with his heavenly Father: "I have glorified thee on the earth: I have finished the work which thou gavest me to do."—John 17:4.

Jesus' method of glorifying the heavenly Father was not by persuading the people to build costly churches, beyond their financial ability to erect, churches which afterwards would fall into ruins, making one wonder why they were ever erected.

Jesus did not go about among the people wearing priestly garb, parading himself in costly vestments or in the meaner costume of a monk. For him there was neither alb, almuce, amictus, bands, biretta, cassock, chasuble, chimera, cincture, colobium, cope, cotta, cowl, dalmatica, girdle, gown, hood, maniple, mitre, pallium, rochet, scapular, scarf, stole, surplice, tiara, tipper nor tunic. He wore no ring nor pectoral cross, and carried no crozier. He never had on a skirt, and never wore a collar backwards.

Jesus did not call conferences, councils, synods, congresses or other collections of the scribes, Pharisees or hypocrites of his time. He did not try to make a great man of himself among them either by actual or by claimed authority. He wrote no creed. He started no crusades, provoked no wars, tried to exercise no political influence, curried no favors with the wealthy, inaugurated no shrines, started no religious processions, used no holy candles, blessed no holy water nor holy burying ground, nor did any one of a hundred or a thousand other things that are done in the name of religion today. But he did glorify the Father.

The way by which Jesus glorified the Father was by doing the Father's will. The apostle says, "It pleased God by the foolishness of preaching to save them which believe." And so Jesus

served the Father by proclaiming the Father's plan, the kingdom, the means by which all the nations, kindreds and families of the earth shall be blessed.

Jesus' way of glorifying the Father was not merely by the living of a life that was holy, harmless and undefiled and separate from sinners. It was not merely by believing in the Father. It was by doing what God wanted done, and doing that until it was finished.

Today our work is the same work that Jesus was engaged in. He was proclaiming the Gospel of the Kingdom. So are we. He preached orally. He could not distribute literature. The printing press was not yet invented. But he used the means at his hand, and used them effectively and until the work the Father had mapped out for him was finished.

We preach some orally, too. But now we have a new and attractive and efficient way of placing the gospel before people that Jesus did not have. It is our conviction, however, that this very same Jesus is back of these later methods, that he wants the Truth placed before the people, and that he will find and use those who will finish his work of witnessing in the earth.

Golden Opportunities

The month of August holds a week that will, we trust, see one of the widest spreadings of the message of truth that has ever been accomplished—I. B. S. A. Week, August 22 to 29. As features for announcing the message there have been prepared a quantity of the TESTIMONY sufficient to supply every home in each class territory.

The DELIVERANCE book will be released for circulation to the public; and the book, together with the series of six lectures to be mailed to the people every other week, will be offered at 38c.

Public talks will be given on the world-wide witness day, August 29, the topic being "Deliverance Near"; and in addition, the canvassing will offer the sets of STUDIES IN THE SCRIPTURES in the new binding.

Testimony-Deliverance Campaign

The TESTIMONY was passed unanimously by the Bible Students in convention at London, has been printed, and will allow a simultaneous distribution in the United States, Canada, England and South Africa. The method of campaign has been outlined in the letter of instructions to directors.

Briefly, it is that the workers carry a quantity of the TESTIMONY papers with them as they canvass, and leave one in each home *AFTER* they have canvassed the householder. If the TESTIMONY paper were given first, it would divert the attention from what you would have to say, and might be considered as enough reading matter for the time being.

The SOCIETY has purchased and erected a new press, capable of producing 22 complete DELIVERANCE books per minute. This press enables us to retail the book at 38c, together with the series of six Lecture folders. There will be only one price on the DELIVERANCE book, and at no time will it be sold without the Lecture Series.

The Lecture Series is to serve a mission in itself. Often people purchase books and lay them aside until

they get time to read them. It probably has been every worker's experience to find people excusing themselves from further purchases because they have not read the literature they have already bought. The Lecture Series is aimed to overcome this. The Lectures are extracts from the DELIVERANCE book, and at the end of each little extract the page upon which the statement appears in the DELIVERANCE book is mentioned; and yet a consecutive reading of the Lectures will acquaint one with the contents of the book. Each folder consists of four illustrations printed in four colors. The illustrations are the same in each folder, but the lectures are different in each. One folder is mailed out every other week, and we believe it is attractive enough not to be thrown away when received. We trust that the folder will be seen by every member of the house, and that because of its attractiveness each folder will be read.

Since the six folders give a good résumé of the contents of the book, the people will have sufficient knowledge of the reading matter of the DELIVERANCE book to know the sort of literature that is offered; and we trust that this will pave the way for a greater number of sales of STUDIES IN THE SCRIPTURES on the back calls.

Keep the name and address, then, of every purchaser of the DELIVERANCE book, and turn the names over to the director, so that he may arrange for the prompt and regular mailing of the folders every other week.

For class members and others who desire extra copies of the DELIVERANCE book, copies of the Lecture Series can be used as part of the prospectus in canvassing. The SOCIETY will mail one extra set of Lecture folders for each worker; and the worker can use one folder at a time, it being not necessary to exhibit the six folders when canvassing. Such folders will be sent to the director in time to supply all workers for I. B. S. A. Week.

The DELIVERANCE book is to be supplied to the classes, together with the six Lecture folders, at 22c. There will be 9c postage to mail the Lecture folders to purchasers of the book, which will bring the cost of the book to the worker to 31c. The retail price of 38c per copy allows a profit of 7c on the DELIVERANCE book, as compared with the profit of 10c on the HARP. However, since our main object is to get the literature into the hands of the people, it is anticipated that the price of 38c per volume will place three DELIVERANCE books out of the same number of calls that ordinarily placed two copies of the HARP; and consequently the increased number of DELIVERANCE books sold will, we believe, increase returns to workers and colporteurs.

"Diligent in Business"

Much has been outlined to be done during I. B. S. A. Week, but results in the book sales depend entirely upon the number of homes called upon. The greater the number of homes reached, the larger will be the sale of the books. It means, too, the canvassing of territory that has been covered in many instances once or twice during this year. Hence it will be necessary for the workers to try to conserve their

time in canvassing, in order that a greater number of homes may be reached. The following suggestion from a colporteur might be used advantageously:

It may interest you to know that I often get a hearing when I tell the lady, "I am supposed to stay only seven minutes." So many agents camp all forenoon.

We hope that it will be the workers' good lot to find many people who feel as did the lady canvassed by the worker who writes us:

The second lady I canvassed bought the HARP, all seven volumes of STUDIES, COMFORT FOR THE JEWS and one year's subscription to THE GOLDEN AGE, in about ten minutes; *then urged that I must go,* as others would like to hear also, as she remarked; and added: "If you had talked but *three minutes* I would have bought all you sold me; for I have long looked for help, because I cannot understand the Bible and in the church they don't explain it."

Isaiah 40: 29-31

When the Lord has set aside a time for such united effort in witnessing for his kingdom, all can be sure that he will bless them as they try to employ their efforts in his service. An instance of such blessing is reported in the following:

An old brother, who "can't get out in the work", "can't canvass," "can't sell books," "can't preach," can't do anything in fact, asked for a few papers to give to men as he could where he worked. As a result, he sold and delivered one set of 8 and has prospects for three more sets.

The first MESSAGE OF HOPE he tried to give out was to a man who was a "good Baptist", and it provoked a hot argument in which several took part. Finally the brother said, "Stop right now; don't say another word till you have read this paper, at least this much of it [pointing to the heading, *What is the Truth?*]." The "good Baptist" sat on a box, read and returned the paper, and ordered the set of eight.

"Watchmen" Will Sing Together

I. B. S. A. Week will no longer be a national week of importance. It has been announced sufficiently in advance so as to enable the friends in all the nations of the earth to participate in the work during this week. It will be a great week because the reward of activity is the joy of the Lord. It will be a greater week than in any previous year, because of the efforts that those in the field will put forth to bring to the attention of the people the message of the Lord's kingdom and to tell them that deliverance has come.

As you strive to witness for the Lord during I. B. S. A. Week you may be assured of the Lord's blessing of the united effort being put forth by his people throughout the entire world. We believe that the Lord will look down with much pleasure upon those participating, and that not only those who participate in the field will enjoy the blessings of their service, but that those who participate by telling each other of their blessings and experiences will increase the joys of each one.

With Christian greetings, we remain

Watch Tower Bible & Tract Society.

Bulletin

THE KINGDOM OF HEAVEN IS AT HAND

SEPTEMBER 1, 1926

No Man Can Serve Two Masters—Matt. 6:24.

FOR the Christian, there is no middle ground in the matter of service. He is serving either the Lord or the Devil, and each one must decide whom he will serve. Jesus emphasized service when he said, "He that is chief among you let him be as he that serveth."

The natural tendency of fallen flesh is to be governed by passion, which means to follow our likes and dislikes, to be controlled by our prejudices or preconceived notions, without proving them. Through his prophet, the Lord says, "Let us reason TOGETHER," that is, get the Lord's viewpoint on the matter. Let us try to get the Lord's viewpoint on the subject of service.

Briefly, service means to do something for the benefit of another, and to serve the Lord means to do something for his benefit. Manifestly, we can do nothing that will benefit his person or attributes, but he has given us the PRIVILEGE of doing something else. What is it? It is to clear his name of all the reproaches which the Devil and mankind have heaped upon it for the past 6000 years. Many texts prove this assertion. We note some: "Ye are a chosen generation, . . . that ye should show forth the praises of him." Developing a beautiful character would not show forth God's praises; it would not benefit God; it would benefit ourselves, and give us a good name among *men.* Again, "Let your light *so* shine before men that they may see your good works, and *glorify your Father.*" Perfecting a sweet, gentle, patient, forbearing and kindly spirit will not glorify *God;* it would glorify nobody but *ourselves.* The only way to glorify God is to sing his praises, to tell others of his plan and purpose. "Herein is *my Father* glorified, that ye bear much fruit." The fruit mentioned in this text must be the fruit of our efforts in his service; that is, helping others to an understanding of Jehovah's attributes and plan. Still again: God "hath given to us the ministry of reconciliation; . . . and the word of reconciliation," and "Now then we are ambassadors for Christ." (2 Cor. 5:18-20) "We are workers together with God." All these texts mean service, and *not* the development of character.

ADVERTISE THE KING AND THE KINGDOM

Think of the amount of service required to bring these beautiful truths to *you*, and simple gratitude will inspire every good man to do all in his power to bring these same blessings to other hearts.

Jesus laid aside his heavenly glory for thirty-three and one-half years, suffered untold ignominy and a cruel death—a service for *you*. The writers of the Bible did this service for *you*. Think of the years of study, of weary effort, of pain and reproach, all gladly given as a service to *you* by that faithful and wise servant. Think of the number of times your city or village has been covered with tracts and canvassed, before the truth came to you—all rendered as a service to *you*, and then say, "Here am I, Lord, *send me*."

Which master are YOU serving?

A Two-fold Service

Your work with the DELIVERANCE book will reach the people in a two-fold manner: First, by placing the book in the home (and the DELIVERANCE book is really offered to the people at a price of a few cents more than the cost of a magazine); and second, your efforts will bring to them every other week a printed lecture that is built entirely upon the DELIVERANCE book and so arranged as to emphasize the principal gems that the book contains.

In addition, then, to placing a book in the homes of the people, your efforts really serve in a way that reaches directly the minds of the people with the message of the truth; and also, we trust, places on their reading table a folder that will be read by all in the house. This, then, naturally awakens an interest in the further literature; and the workers who place a DELIVERANCE book are creating a field of work for those who cannot engage in the service during the day, but must use evenings in calling upon people.

Fall Campaign

The fall months will more or less confine activities to nearby territory; and though there are many more duties to engage your time than during the summer months, yet we trust that ways will be found, and that means will be worked out by the director with the cooperation of the workers, to maintain the activity in the field at a higher degree than during the fall and winter months of previous years.

Reports that we are receiving from workers indicate that there has been a wide influence in past activity, an influence that has left its mark with those who have consistently opposed the work. We believe that this assures more more and better results in recanvassing territory.

I want to tell you of our experience at Winchester, Indiana, a town of about 4,500 population. About a year ago we advertised for a public meeting at a theatre. We used newspaper advertising and also distributed announcements from house to house. About a dozen people were present. We wondered why.

About a month ago we had another public meeting, advertised the same as the first; and only two of the public attended. So some of us thought that the Lord wanted us to shake the dust from our feet and let them sleep on. But the workers prevailed, that we canvassed the town with the booklets; and the report now lying before me shows five day's work there, with 187 combinations of three booklets sold.

This town is 18 miles from Muncie. The workers would take a machine and drive over and take their lunches with them, thus giving themselves an outing, a day of fellowship and the blessedness of relating their experiences. God works in mysterious ways. We thought that your knowing of this might be the means of energizing others who know of places where they think the people are asleep, to awaken them and at the same time bring blessings to the workers.

—MUNCIE, IND. *Service Director.*

Recanvassing Shows Results

We believe from this that workers are warranted in undertaking a canvass, particularly of territory that has been frequently covered, with more assurance that people are gradually coming to see that the Lord has a message for them at this time; that they are coming to see that the Lord is using certain ones to give forth this message; and, additionally, to recognize who it is that the Lord is using.

Your own neighborhood, then, we hope will show results similar to that recorded in the following letter:

> Last week while canvassing in Covington I got into territory which I had covered late in the spring; so I decided to pass six of the houses—some of the people were prejudiced. I thought it too early to try again. However, I could not resist going into the last house on the street, and to my surprise sold three books. As I went out of the gate I looked back to the houses I had passed, and decided to go back and at least *try* to place a few books in them. The result was a sale in every house, thirteen books in all. After this I shall skip no more houses so recently canvassed.

Yesterday I called on a lady in my neighborhood who in past years has been vitriolic in her denunciation of me. I never thought for a moment that she would as much as let me in; but she was lovely to me, listened interestedly to my canvass and bought two books. She also invited me to call again. People today are buying books who a few years ago would not think of giving you a moment. They are also expressing the hope that they might be of the "millions" class.

—LILLIAN M. PINKERTON, *Ohio.*

Probably this is due to the people considering what you have told them. A new view often provokes an argument. A new view often makes people antagonistic and combative; but after thinking matters over, weighing what has been said, and comparing it with their previous conceptions and opinions, often they get the new angle of the view that was presented.

I have found out that those who do not receive me the first time do better the second time I call on them.

—MRS. R. A. ALLEN.

Truth Alone Can Satisfy

The activities of the summer months have covered much territory. The message has been placed before a great number of people; and we believe that the activities of the coming winter months will find many of these people in a more receptive mood than when you first called on them. Time and circumstances alter the conditions that prompted the people to act in the past, and quite likely such experiences emphasize to them how much they really do need the message of the truth.

I am so glad that the BULLETIN emphasizes so strongly the necessity for *persistency* in our efforts in the city, which has been canvassed over and over.

I had an experience lately, however, which was very encouraging, and proved how the attitude of the people changes from time to time. I had canvassed a house some time ago where the lady very rudely turned me away, saying that she had just taken up Christian Science and was entirely satisfied. On recanvassing that street just lately, I almost passed up her house, thinking that it would be useless to waste time there. But thinking that the Lord would not be pleased to have me do that, I stopped, and to my surprise found her ready and anxious to listen to everything I told her. She told of her disappointment in Christian Science, and seemed to rejoice to hear of the kingdom that would do for her all that Christian Science had failed to do. She said, "I have just been praying the Lord to show me the right way, and I believe He sent you here. Oh, what if I had not let you come in!"

She gladly took THE HARP and other literature, and wants the volumes as soon as possible. On my last call she had read only a part of THE HARP, but said that she had discarded Christian Science entirely.

The experience was a lesson to me to be faithful and persistent in declaring the message, and never to pass one up, knowing not "which shall prosper, whether this or that".

ETHEL M. TAYLOR.

"Greater Works"—Fewer Workers

In the following letter the records indicate the real results that later years' canvassing show; and with the people more disposed during the coming months to give time to reading, in fact, to employ reading as a means of evening amusement, we feel that all communities will likely show an equal increase in the number of homes reached, as is reported in this letter:

This message today is to point out some difference in seven years. In one small town, Rentchler, Illinois, is a small mining camp, having three small mines. In 1919 the three mines were working every day, and everybody seemed happy. Two workers spent eight hours in the town, selling only eleven books.

Last week I spent eight hours canvassing the town. The mines have been closed for two years. Everybody seemed sad. First I thought there would not be much done, but was very much surprised when finished to see that I had sold thirty-six books. I am glad that I was one of the workers in 1919 and the one worker in 1926, and for his grace to hold me in his service and his knowledge to see how wonderfully our King can do his work no matter how few the workers; and I am rejoicing in his loving service more than my mind can explain to you. Hard times seem to cause men to think.

So we find a great difference in our labor.
1919: 2 workers, 8 hours, 11 books.
1926: 1 worker, 8 hours, 36 books.

S. S. GOODWIN.

Those Long Winter Evenings

The rural districts during the winter months are practically neglected; and yet this part of the territory probably more than any other is open to reading and studying as an occupation for the longer day. So, then, whenever weather

permits, keep these rural communities in mind and try to reach as many of them as the fall months will allow; for interest is surely growing, and such districts will be found to be more awake, due to the activities of I. B. S. A. Week and the closing work of the summer.

By His grace I have enjoyed another two weeks in His dear service. Russellville, like Roachdale, is a small place, with not much work; and I am more and more impressed with the wisdom of the command to cast the bread on the waters, for we know not which shall prosper; and if we neglect the advice to see to it that the rural districts have the opportunity to get the literature, we are certainly law-breakers! The farmers are as ready, if not *more* so, than some of the townspeople, for the comfort of God's lovable truth. They *want* to know what the outcome of it all is. Sold two sets in the country today.

—MRS. NELLIE ELLIOT.

Many reports that we have received about the favorable attitude of the people indicate that there is a great field for labor, and really impress us with the necessity of helping this field by supplying their wants.

One lady and her husband (both over eighty years old) acknowledged that the Bible Students are teaching the truth. They took THE GOLDEN AGE for a year because they could read the type.

Another lady said, "You tell me that Judge Rutherford is the author of THE HARP, but it sounds like the International Bible Students. I heard much about them and their teachings, but never had an opportunity to get their literature." She bought the eight volumes and thanked me for calling. Sold a number of HARPS and other booklets, besides taking subscriptions for THE GOLDEN AGE and THE WATCH TOWER, in the same community.

—ADOLPHINE LASS.

The fall months mean much, then, in the work; and we trust that workers will talk over with the director the amount of time that they feel they can employ during the winter months, and cooperate with him in the plans that he may work out to effect a wider witness and distribution of the message in the remainder of this year.

Enclosed find report for the week just ended. I used the method (this week more than ever before) referred to in THE WATCH TOWER some time ago, and also in the BULLETIN, that we should canvass our next-door neighbor as well as those further away. As a rule, I used to prefer to canvass a stranger rather than some one whom I know well; but of late I have canvassed many people whom I have known for years but have never canvassed for the books before. Every one of the six full sets that I have sold this week went to people whom I have never before had the courage to canvass for the books. And I have received great blessings through that very thought.

—O. HELMUTH.

With Christian greetings, we are

Watch Tower Bible & Tract Society

Bulletin

THE KINGDOM OF HEAVEN IS AT HAND

OCTOBER 1, 1926

Separated for the Work

"Now there were in the church that was at Antioch, certain prophets [public-speakers] and teachers; as Barnabas, and Simeon that was called Niger, and Lucius of Cyrene, and Manaen, which had been been brought up with Herod the tetrarch, and Saul. And as they ministered to the Lord, and fasted, the holy spirit said, Separate me Barnabas and Saul for the work whereunto I have called them."—Acts 13: 1, 2.

THEY must have had a good time at the church at Antioch when they had so many elders, five of whom are mentioned in the text.

No doubt each of the five elders, and there may have been others, interested and instructed and comforted and blessed the church in his turn; but they must have done something more.

Some of those elders, and probably some in the congregation, got the right thought—that the object of an assembly of the Lord's people is not merely to worship the Creator and to appreciate the provision He has made for our salvation; not merely to love the Lord Jesus after the fashion which some call love, and which means to them only a state of mind, a sort of ecstasy or sentiment, but which is as impractical as that of a boy who loves his widowed mother so much that he does not wish to leave her for a moment, even to go out and work for her.

The worship is all right. It ought to have a large place in our hearts and a reasonable share of our time. The love is all right, too, including the sentiment; but if it stops at that, it is not real love. The Lord said to some, "Why call ye me Lord, Lord, and do not the things that I say?"—Luke 6: 46.

A church which is active, but which has no desire to worship would be like "sounding brass, or a tinkling cymbal". It might even destroy itself with activity and gain nothing for the Lord or for itself.—1 Corinthians 13: 3.

But a church might be overflowing with a certain kind of worship, and its members might have a large amount of a certain kind of faith; and yet the church as a whole and the members in it, as far as their usefulness to the Lord is concerned, might at well be dead, for "faith without works is dead."—James 2: 20.

We used to think that when a church had too many elders for its actual needs the best way to use its surplus talent was to seek other places in which to present the truth orally; and that is still all right when the way opens. But why not open the way immediately to the presentation of the truth in printed form? In a day of house to house work an active elder can see and personally present the kingdom message in some way to more persons than he is likely to have come and hear a Sunday discourse. And he will leave valuable permanent effects behind him.

I. B. S. A. Week

A detailed report of the books sold during I. B. S. A. Week is contained in the letter of instructions to directors. The director will bring the matter to your attention, probably at the first workers' meeting. The report contains the total books sold as reported by 531 classes heard from at this writing. The classes report a total of 5216 workers in the field; and these workers sold 641 sets of 7 volumes of STUDIES, 1241 sets of 8 volumes, 6555 copies of THE HARP OF GOD and 18,881 copies of the DELIVERANCE book. There was a total of 48,670 booklets sold and a total of 38,488 books. The average sale per worker amounted to 4.97 during I. B. S. A. Week.

There is a general strain throughout all the letters we received reporting on the favorable attitude toward the truth. The workers found in the field a more general sympathy with the I. B. S. A. than has been reported in times past, such a sympathy as indicates that there are many people in harmony with the work of the I. B. S. A. who are anxious to see it move forward. How to enlist the efforts of these sympathetic ones to do a part in the furtherance of the work is what workers might concern themselves with in the future.

A suggestion that we have is in connection with the work of one brother. This brother makes a point of selling three booklets on the same topic and urging the people who buy them to give a booklet to some of their friends. He has been extraordinarily successful in his sale of booklets; but as to just what proportion are passed along we cannot say. We can gauge only from the number of people who purchase the three booklets on one topic; and this seems to indicate that many people are glad to share in the work by purchasing these extra booklets, and that they are interested enough to want to pass the information to their friends. This suggestion might be used by the workers, even though they do not sell booklets on one topic. It is a good suggestion when offering three booklets. It carries to the people the suggestion that they, too, can have a share in the sort of work that you yourself are doing.

All Territory "Good Territory"

Territory does not seem to wear out with constant work. Each succeeding year you have found, no doubt, new people who are interested, and also a greater number of homes receptive to the truth than in the previous canvassing; whether these homes were of people who previously purchased literature or whether they were new homes, we have not learned. In either case it would show a growing interest. If a large proportion of the homes that have purchased the books in the past are purchasing new publications, it is encouraging indeed to be able to serve these people with the message. It is in a way contributing to a silent force that has much sympathy with the work.

The following letter is one of the many reports we have received along that line:

> There is a general and universal testimony that our message is being received better than ever before: and that previous work prepared the way for this year's success. Same old story of "poor territory" turning out to be good territory. In the village thirty miles out, two years ago a machine-load sold two HARPS in one day. This year with one less in the party, they sold forty-three books; mostly bound books, found interest in proclamations, indictments, etc., which had been put out, and some who seem still to be captive in Babylon showed eager interest and asked good questions, though still fearing to buy books. A young new brother who drove this party is anxious to go back and finish it up in that village; for many were at the fair.
>
> C. E. CROOK, *Director, Youngstown, O.*

I. B. S. A. Week was great probably because every one sought an opportunity to engage in the service in one way or another. We trust that though the coming winter months will not allow as fine weather for working it will yet encourage the workers to keep brushed up on their canvass, on the interest of the people, and on their topic of the truth by making the coming winter the best that each worker has had from the standpoint of service in the field.

One sister confined at home on account of illness sold ten volumes to persons calling at her home. A brother working with a band of twenty-three men took seven orders one noontime after lunch. The next day this brother booked nine orders after lunch, making sixteen; and since has sold two more, in all eighteen DELIVERANCE books placed in the homes of eighteen out of twenty-two fellow workmen. Catholics, Protestants, white and colored made up this group. None seem satisfied with conditions in the various churches represented.

O. M. WRIGHT, *Director, Colored Class. Dayton, Ohio.*

Radio Preparing Territory

Workers can depend upon other influences that are at work in emphasizing the message of the truth. Probably the efforts of some friend have interested one whom you will call upon; or quite likely the message has reached them, even though in an out-of-the-way place, by means of the radio. Such influences are continually creating a larger field for the message.

I found one lady away up in the mountains who bought a HARP and a DESIRABLE GOVERNMENT booklet as soon as she saw the publishers' name (i. e., the I. B. S. A.). She says that she often hears the lectures over the radio and is interested in them.

GILBERT SMITH, *Middlebury, Vt.*

The coming months will open a field for back calls upon purchasers of single copies of the DELIVERANCE book. Reports of I. B. S. A. Week indicate that there were over 18,000 copies placed; and up to this time we are inclined to think that there are over 100,000 copies disposed of. The orders pouring into the office indicate this. This provides a field twelve weeks distant for back calls with the complete set of STUDIES; and the success attending evening canvassing parties is encouraging enough to recommend that workers endeavor to lay hold upon this time, especially during the winter months, for canvassing.

The best individual report was by a sister who feels her lack of ability in presenting the message in just the right way. Last week she devoted sixteen hours to the service, placing a total of forty-four books and booklets, including three sets of eight and nine DELIVERANCE books separately. The next highest devoted seventeen hours and placed a total of thirty-three, including one set of eight and nine DELIVERANCE books.

We are much enthused about the evening service, and were just waiting until we had concrete evidence to present as to the desirability of working at this time. Of the seventy-two books and booklets placed at Costa Mesa, the evening workers, consisting of one machine load, and devoting one hour each evening, sold sixty-one. Not only are better results obtained than during the morning or afternoon, but the friends do not get so tired. Nearly every one is at home at this time of the day, and very few are too busy to listen to the workers. The evening party worked from 5:30 to 6:30.

I. B. S. A. Week brought two new workers into the field, both expressing great pleasure in having had the privilege. These workers went out with others a short time and soon canvassed by themselves. One of these, a young brother, was very timid about starting. At one house he sold a set of seven, three booklets and took a subscription to the GA.

A young lady bought the set of eight. She said that she wanted to properly instruct her children. Having been brought up a Catholic she said that she knew her prayer book, but had to confess that she knew very little about the Bible. At present she attends no church. Two years before she bought the HARP BIBLE STUDY Course and received so much good that she was ready for the rest of the books. This was indeed a very happy experience.

DWIGHT KENYON, *Director, Santa Ana, Calif.*

Sunday Canvassing

Then there are other times that can well be devoted to the work. We have hesitated in emphasizing too much canvassing or calling upon people Sundays; but experiments from different classes induce us to recommend this at this time. After the Sunday morning newspaper has been gone over, the afternoon generally drags on the hands of many people. It is a time when workers will find most people, in fact, the whole family at home, and inclined to talk over and to discuss matters at leisure. Probably some work along this line can be inaugurated, or at least tried out, during the early winter months; and the work be well enough under way so that it will fit into the regular program during the severe winter weather of the new year.

It has been mentioned several times in our class that the friends were having good success placing the books in Sunday canvassing. However, that thought of Sunday canvassing has never been received very favorably by some in the class.

Last week we received the enclosed program from the Santa Barbara Convention. I noticed that the program had "Sunday Service Drive". So I made up my mind that this was the opportune time for me to try out the Sunday service work. When I mentioned it at prayer-meeting two opposed, saying that we were not to stumble those in the churches.

I went to the convention and arrived in time for the service work Sunday morning; and to my agreeable surprise I found it to be an excellent time; in fact, better than the following holiday, as we found more people at home. I want to say that this was the best convention I have ever attended and the only one where every man, woman and child, 100 percent, went out in the "house to house" work as they did on Sunday morning.

Though the field is more favorable to the message and it is being found generally that people are more interested in what the I. B. S. A. is doing, it nevertheless requires on the part of the worker to employ the lessons already learned in methods of work in order to place the volumes. The work has not gotten to the point as yet where people are willing and anxious to purchase some literature just because it is mentioned or because the term I. B. S. A. is mentioned. The work of the I. B. S. A. has to be explained to them. The message of the truth has to be brought to their attention. The kingdom blessings have to be emphasized; all of which requires a necessary equipment on the part of the workers. This feature we believe is one that contributes much to making I. B. S. A. Week a success.

During the entire year workers have had experience in the field. They have come to know how to approach the people, what they are interested in, and how to present the message; and I. B. S. A. Week coming, as it does, at the end of the summer's work, finds the workers best equipped to present the truth.

"Tell it Out"—Even in Winter

Winter work should be kept up, then, in order that each worker might be realizing on the experiences of the summer. Tactics such as described in the following letter often help in placing the set. It gets into the homes of people the set of STUDIES and leaves the books then to do the work they are designed to do:

Our workers have used the colored catalog on six days. On four of the days part of the workers have been actually canvassing for from four to five hours. Every one declares them a decided advantage for the work. We have already placed eight sets and have orders for five or six more. In answer to the question, Did the catalog enable you to sell more sets? I think every worker here is ready to say, Yes.

The workers here have expressed this thought. The catalog helps to hold the attention of the people. It gives the timid worker a help in starting. It gives the people a chance to gain a mental picture of what the set looks like without making them feel that there is so much to read.

One of our workers who has sold mostly booklets, only occasionally being able to place a HARP, sold a whole set the first morning she started out with the catalog. Another sister who has felt that she could not sell books started out with the catalog and has sold more books than those of us who have had more experience than she. She said that it gave her just what she needed to start in with people. My own case is much the same. In the last two weeks, I have had orders for seven entire sets, in comparison with a total of two sets for the two years preceding. Of course I did not canvass for sets all the time or the total of those years might have been larger.

It may be that the Lord is waking up this community. A few of the books sold were in Glens Falls, but most of the work was done outside in places where there was not enough interest a year or two ago to even have one person from the village attend the public meetings for which our class arranged.

———, *Glens Falls, N. Y.*

"God Giveth the Increase"

Extraordinary results are not always to be had, but it is encouraging to report to the workers as a whole some such results as are contained in the following letter:

One day while canvassing in the camp grounds I took orders for eight full sets from people living in tents. I have taken orders for 100 sets, 175 HARPS and 300 small books in the four weeks that I have been working here. I have been so happy in the service, and my heart also overflows with joy because of the wonderful light that shines upon our pathway today. I can truly say that I have been permitted to enter into his joy, and that "the joy of the Lord" is my strength.

Our recommendation, then, to the workers would be to look forward to the fall and winter work with a determination to devote a greater amount of time to the service than during the last winter and to endeavor to maintain the interest of the people in your territory and also your own experience in presenting the truth by frequently calling at homes and presenting the message. May we urge that this winter be as distinguished in its results as I. B. S. A. Week has been distinguished in its results.

With Christian greetings, we are

Watch Tower Bible & Tract Society

Bulletin

THE KINGDOM OF HEAVEN IS AT HAND

NOVEMBER 1, 1926

LABORING TO SUPPORT THE WEAK

"I have showed you all things, how that so laboring ye ought to support the weak, and to remember the words of the Lord Jesus, how he said, It is more blessed to give than to receive."—Acts 20:35.

NO DOUBT the so-called practical application of this text has its place in the Christian life. One who would see a fellow Christian weak and unable to support himself would not be showing the spirit of Christ if he withheld necessary aid.

But there are people who have found that the easiest way to get through life is to put themselves into such a position that they are financially weak, and then make a strong representation to others more industrious and more prudent that they ought to devote their energies to ministering to their physical wants. This is a misuse of this text.

There are things that people need more than they need financial support. Such support might be the ruin of one, and this has often been the case. It is a positive advantage to the reasonably robust that they make their own way in the world. We see this illustrated all around us in the material world. Those that have been most cared for are least able to care for themselves. Those who have never depended upon any other person than themselves to make a living are best able to make one, most independent and happy.

But in the Christian world things are a little different. The world is filled with thousands of theories, some wholly false, vast numbers a little true but largely false, a less number true in any considerable measure, while the truth itself is hard to find and easy to lose. The Lord himself so declares. "Strait is the gate, and narrow is the way, which leads to life; and few there be that find it." —Matthew 7:14.

In the Christian world there are those weak in the faith that need our help. We have just what they need. What they need is the good news of the kingdom, the good news which has been entrusted to us, and which we have in superabundant measure.

Why is this truth given us? Is it for our own enjoyment merely? The answer is plain. It is given to us to be used to the Lord's glory, and the best way that most of us can do it is to get the books which contain this message in practical and attractive form into the hands of the weak ones that need it.

And if we do this we shall find it true just as the Lord said, "It is more blessed to give than to receive." It is indeed more blessed to give the truth to somebody than it is to receive it. It is blessed both ways, but there is a joy in hearing testimonies to the truth given by the newly interested which none on earth can enjoy so much as those who helped them to get into the light. The books contain the message that will do this.

"What Shall I Give?"

November brings close to hand the holiday season and the holiday festivities. The season's influence will be seen in the homes that are to be visited, and timely suggestions will probably place a number of books in the homes to be used as gifts.

The STUDIES IN THE SCRIPTURES and the DELIVERANCE book at $2.78 is a gift that most people will appreciate. Gifts of wearing apparel often are wasted, because the giver did not consider the taste of the one to whom the gift is sent. Books can be used throughout the year and are not confined entirely to seasonal influence, as are many of the gifts exchanged at Christmas time. Then, too, there are the cheaper-priced gifts that people like to give to the grocery boy, mailman, school teachers, and others who serve the interests of the family. The DELIVERANCE book and lecture series, or THE HARP OF GOD and the Bible Study Course is an inexpensive gift that could be suggested to the people for such use.

We urge the workers to make free use of this suggestion and to pass it on to the people they canvass as a suggestion for Christmas buying. Resourcefulness, then, will likely place a great number of the books in the hands of the people that they might pass them to others; and the seizing of opportunities that present themselves, even though they seem unfavorable, will likely find the message of the truth in a greater number of homes. The following letter is one that indicates just how a partly open door can furnish an opportunity for a sale:

One woman came to the door after I had rapped a great many times. I knew some one was at home, because I heard a low commotion inside, and I kept up the rap until I got an answer. The woman came to the door, opened it a little, and said, "I am too busy to talk to you. I don't want what you have any way. I am going to entertain the club tomorrow and I'm bathing my dog right now." I said, Oh, I never saw a dog get a bath; may I see it? She said, "You surely may come right in; he is the best little doggie." I went in and as she bathed the dog I told her about the wonderful Bible books I had for sale. After a minute or two she stopped bathing the dog and with a bright smile said, "Say, that's interesting." Then for two more minutes I had all of her attention. She took DELIVERANCE and HARP BIBLE STUDY Course, and said, "I will want all those books if it's as good as that." She followed me to the door and thanked me for stopping.

One other woman was getting ready to go camping. When I went in she was wiping dishes. I took the tea towel and wiped, while I explained about the books. She ordered DELIVERANCE and she also wants the set later. She followed me to the door and with tears in her eyes thanked me for stopping. I wouldn't have offered to wipe the dishes, but I could see that she had much to do and I could tell her about the books just as well working as not; but she quit her work and listened spellbound. Oh, but it is blessed to be privileged to tell the truth to one as hungry as she was! Her husband, who is an infidel, came in as I was talking to her. I noticed an impatient look on his face, but when he saw I was helping his wife his expression changed. The husband see-

ing an agent helping with the work while she talked was a new stunt for him.

News items or little items of information about conditions in a community such as a worker or colporteur finds are of interest to the people. It helps them to establish a sort of relation between your work, themselves and the rest of the community; and above all it helps them to see that you have called and presented your works and that others have appreciated your efforts.

Books Within Reach of All

During the Christmas season there will be quite a bit of money spent for baubles of one sort or another, which indicates that the people will have money to spend for the books if the matter is placed before them. The following excerpts from a letter are timely observations along this line:

> No one is so poor but that he can get our books if he wants them; for every one has money to spend, and can get at least a booklet (or a GA sample as a gift), and there find the address and send later and get the books. I often tell them, "We don't want you to pay us a cent for the good things in these books. They are free. Jesus never commissioned anybody to sell the gospel. He said, 'Freely have ye received, freely give.' All you pay for is merely the cost of materials and handling —just the eight *paper sacks* to carry home the spiritual food."
>
> Another point which helps to decide the issue in the prospect's mind, as between physical necessities and our books, is: "This is something that is left out in the schools. The devil's printing presses are running night and day, turning out stuff by the ton, that is not fit for any one, to say nothing of children, to read. If they are ever to have opportunity of learning serious things of real importance they will have to get it in the home; for the schools, papers and novels of today do not have them and they will not learn them going up and down in society and autos today." The parental instinct is still a strong one; and a proper appeal to it often turns the tide of thought to the side of truth, and a sale.

A Colporteur's Method

Free use of the volumes, by pointing to interesting paragraphs, is also a successful means of interesting people; and especially in helping them to decide that the book will interest a friend for whom they do want something to serve as a Christmas gift.

The following is a method a colporteur uses; and no doubt his frequent reference to the different paragraphs in the volumes is contributing much to his success. The DELIVERANCE book lends itself well to this method. It can be opened to almost any page and some interesting and pertinent paragraph selected.

> In regard to my method of canvassing the business districts, I make up a prospectus of my own by cutting out the following pages from the various volumes and pasting them in THE HARP OF GOD.
>
> Page 334 (Volume 5), which shows that the word "soul" in the Old Testament is translated from the Hebrew word "nephesh," and this Hebrew word besides being translated by the English word soul is also translated in 35 other ways in the Old Testament.
>
> Page 69 (Volume 1), which gives the Scriptural meaning of the symbolic words "heavens" and "earth", and refers to the three worlds.
>
> Pages 11, 259, and 260 (Volume 7), which call attention (a) to the Sinaitic Manuscript of the New Testament, and the faithful use made of it in interpreting the Book of Revelation to get at the pure Scriptural truth; (b) the mysterious "eighth king" which is the real world issue of the hour; and (c) the reign of the ten kings one hour with the beast and the effect of this reign on the world.
>
> Page 10 (Volume 7), showing the valuable works of widely known authorities which were consulted and quoted in compiling the material of the Seventh Volume.

Page 109 (Volume 3), referring to the cleansing of God's true church or sanctuary and the work of the Luther Reformation.

Then I mark my HARP with paper clips to enable me to locate quickly what I want to refer to in the book; I also take Volume 2 with my prospectus in a Boston bag.

I go into all the business places if they are not all busy. I generally ask the first person I come to that looks as if he or she might have authority, who are interested in the Scriptures there. Then I give my canvass to those that have an ear to hear. A few times it occurs that it is necessary to ask the "boss" for permission to do this.

I aim to show in my canvass the difference between the old manuscripts of the Bible and the accepted authorized version of the Scriptures. Then I emphasize how the seven volumes of the STUDIES and the other bound volumes base their interpretation of Scripture upon the accurate readings of these ancient and authentic manuscripts.

If any one asks to see the books themselves, I go at once and get them, provided I do not think a preacher is following me up in order to stop my sales. Likewise, when I take an order, I deliver it at once, if possible, unless, as before stated, a preacher is trying to stop my other sales. In this latter case I wait until my orders are all taken, and then I deliver them. I endeavor to prove all my statements from the STUDIES IN THE SCRIPTURES.

People's Interest Growing

From the number of repeat orders we are receiving at headquarters it is apparent that the DELIVERANCE book is being well received by the people. We have not suggested a canvass for the DELIVERANCE book, leaving it mainly to the workers to evolve their own canvass, and we are receiving many letters like the following:

> The DELIVERANCE books go fine. In five weeks have sold one-half as many (save two) as I did HARPS in as many months. This but indicates what can be accomplished by frequent and free reference to the volumes.

In urging the people to consider favorably the purchase of the books, it might be well to keep in mind the report of the following letter from Cuba. It really indicates that we who appreciate the truth should not hesitate to put forth our best efforts in presenting the truth to the people; and when we realize that much depends upon our presenting the message, as to whether it is going to find its way into the home or not, we should then all the more put forth a studied effort to get the message into the homes.

> We heard the people say, "When we could buy these books we did not; and these books are the only books that tell us the truth."

"Ye Are My Witnesses"

The following letter is another which places emphasis upon the fact that we cannot mention too directly the message of the truth. We can hardly be too positive that we represent the truth and the message due the world at this time rather than representing some sectarian body.

> One sister canvassing in a rural section called at two homes, where in each instance she was told that if our books had anything to do with the church systems they would not look at them. On being assured that our message was from the Lord and that all God's faithful witnesses had come out from these systems, they readily listened and both homes bought the set of volumes.

We shall be glad to hear from workers, especially of their success in placing the DELIVERANCE book, the obstacles they are meeting, and particularly outlining the method of canvass.

With Christian greetings, we are

Watch Tower Bible & Tract Society

Bulletin

THE KINGDOM OF HEAVEN IS AT HAND

DECEMBER 1, 1926

ABOUNDING IN GOOD WORKS

"And God is able to make all grace abound toward you: that ye, having all sufficiency in all things, may abound to every good work."—2 Corinthians 9: 8.

MOST professed Christians feel that at some time in their lives they would like to give a large amount of time and energy to the service of the Lord. But they are always so fearful that the wolf will come to their door, or that they will lose the car that is partly paid for, that they never get to the place where the good works begin; or if they do begin, there is but a beginning, and the results are meager and unsatisfactory.

Moreover, there is a great variety of opinion as to what constitute good works. In India, at one time, girls were engaged in the heathen temples in works which the heathen priests and pilgrims considered good works, but which we rightly consider scandalous and immoral. Roman priests offer masses for the repose of souls, for a consideration; and there are people who consider that a good work. Unscrupulous financiers rob the poor directly and indirectly and send some of them food once or twice a year, and consider that a good work. Evangelists frighten and hullabaloo people into Babylon and consider that a good work. And there are many other "good works", "many wonderful works," which the Lord disowns.

The best of all good works is to put the truth into the hands of the people. They may not always accept it. They may not always partake of it. People do not always know what is best for them. But for a starving man, one that we know is starving, the best offering is food. Today there is a famine in the land, a famine for hearing the Word of the Lord; and we have the food that alone can meet the requirements of the case.

As the report in this BULLETIN will show, there has never been a year in which those who have engaged in the Lord's work have so abounded in that work as during 1926. We are sure that to every one of these the Lord has fulfilled the promises of our text.

As they have set their own interests more than ever to one side, and have sought to abound more and more in the

good work of proclaiming the King and the kingdom, God has made all grace to abound toward them. Every need has been supplied. Help has come from unlooked-for sources and in unexpected ways. God is indeed "able to make all grace abound toward you: that ye, having all sufficiency in all things, may abound to every good work". What an encouragement this is for the year ahead!

Let us each make for ourselves for the New Year a higher quota of personal work, if that be possible; and then let us live up to the quota, so that we may abound more and more in the good work of the kingdom.

LETTER OF INSTRUCTIONS TO DIRECTORS

The work during 1926 seemed to increase in volume as the months of the year passed by. The early activities of the year seemed to forecast that the results in the field for 1926 would be great. This was manifest by the planning undertaken by directors and the classes. From the early part of the year there seemed to be a planning for a great work and a definite laying of plans to accomplish that work. As early as June of the year many classes had exceeded the distribution of literature they had done during 1925, and a few classes had exceeded the quotas they had set for 1926.

Taking a general survey of the work, the only explanation we see as fitting to this is the zeal and activity of the friends, their earnest desire to get the message of the truth into as many homes as possible. The year 1926 has seen a great effort on the part of the workers, and its results but testify to the work that the friends have done and what results may be accomplished in the future. Moreover, we have every reason to believe that the continued growth in volume year by year will depend upon the activity and zeal of those in the field.

Increased Sale of Studies

Analysis of the reports indicates that the greatest increase has been in the sales of sets of STUDIES IN THE SCRIPTURES. A large foundation had been laid for the canvassing with the STUDIES IN THE SCRIPTURES. For at least four years the territory has been covered with canvasses for booklets, individual copies of THE HARP OF GOD placed in hundreds of thousands of homes; and it would be only reasonable to expect that people in touch with the truth to this extent would come to see the necessity of adding the complete set of STUDIES to their home. Our observation is that the field for the STUDIES IN THE SCRIPTURES is still a large one, to be taken advantage of by the workers in the field. The sale of individual copies of THE HARP OF GOD showed a decrease as compared with the sales of previous years. This seems to us to indicate that a certain quantity of one publication can be effectively sold in territory in three or four recanvassings; and that finally all who are interested will have purchased. This again but seems to point to the field that exists for the STUDIES IN THE SCRIPTURES; and when offered in conjunction with the DELIVERANCE book, the set of STUDIES and the DELIVERANCE book at $2.78 come to the people, offering the same books at a lower price and with an additional service to that of the previous offer. The year 1926 seems to emphasize what can be done with the sale of STUDIES IN THE SCRIPTURES, for the bulk of the work was accomplished before the DELIVERANCE book was available to be offered to the public. Since there is at present a good quantity of DELIVERANCE books ready for circulation, canvassing can proceed with an approach to the people along an entirely different line; yet that approach should have with it the set of STUDIES IN THE SCRIPTURES.

We add this comment about next year's

sales because during the past year it has been noted that the sale of STUDIES IN THE SCRIPTURES has been within a certain relation to the sale of HARP Bible Study Courses and DELIVERANCE books; and since the DELIVERANCE book is finding its way into a greater number of homes than did THE HARP OF GOD, we think that workers should aim to see that this larger proportion of homes is also served with a set of STUDIES IN THE SCRIPTURES. As the following report for the year indicates, there is a large field for the sale of STUDIES IN THE SCRIPTURES; and plans for 1927 should be with a view toward maintaining this large percentage of STUDIES sales, equalling, if possible, the same percentage of sales to the DELIVERANCE as has existed to the sale of HARPS. Our records for the past three years have indicated that this has been about one set of STUDIES to every ten HARPS that have been sold.

A Mighty Witness in 1926

Reports from the classes that have been organized indicate that during the past year there has been a total of 80,089 workers in the field. This is a weekly average of approximately 1540 workers. Our records do not take into consideration the individual sale of booklets. They are confined to the sale of HARPS, DELIVERANCE books and sets of STUDIES IN THE SCRIPTURES. The total number of sets of STUDIES reported as sold to the people is as follows:

CLASSES	
Sets of 8 volumes	13,006
Sets of 7 volumes	9,001
HARP and DELIVERANCE	147,387
COLPORTEURS	
Sets of 8 volumes	17,335
Sets of 7 volumes	7,789
HARP and DELIVERANCE	141,057
Sale of booklets:	
CLASSES	756,073
COLPORTEURS	369,476

The above, as compared with the work of 1925, shows an increase of 10,906 sets of STUDIES IN THE SCRIPTURES over the sales of 1925, and a decrease of 4,033 copies of THE HARP OF GOD and DELIVERANCE as compared with 1925 sales of the HARP. The booklet sales show an increase of 207,773 over 1925. The above figures indicate the distribution of literature, viz., books and booklets, that have been sold. Of the above totals, our records indicate that literature was placed in 817,214 homes throughout the United States during 1926. This, of course, indicates how great has been the spread of the truth. But it should be remembered that each one calling at the door has in most instances given a canvass and in this way brought to the attention of the people the message of truth. Reckoning on the number of people who have heard of the truth through the direct efforts of the class workers and the colporteurs, we estimate that there were approximately 7,091,900 homes reached throughout the United States by those who were in the field working. This shows a great total of people who have heard of the truth; and since this merely reports on the number of families that have been reached, the total population thus served would amount to over 22,000,000 people.

Free Literature

In addition to this work, the territory of each class during the fiscal year of 1926 was covered twice; first with the distribution of 12,074,350 copies of the MESSAGE OF HOPE; and later in the year, the distribution of 12,208,000 copies of the TESTIMONY. A comparison of the figures of 7,000,000 homes reached and the distribution of the TESTIMONY, viz., 12,208,000, indicates that classes during 1926 canvassed for the books over two-thirds of the families in the territory assigned to them.

To accomplish this witness required the setting aside of a great deal of time on the part of the workers. The results are the testimony of what the workers have accomplished. We know of no year that exceeds the results of 1926.

As to what extent the people have been impressed by the distribution of the TESTIMONY and by the short canvass given at the door by the worker will be seen more directly in the work of the coming year; and with the results fresh in mind, the present seems an opportune time in which to look forward to a witness for the truth during 1927.

Each year, by its increase in distribution, indicates the number of people who are desirous of our message and of knowing more about our work; and that this growing number should be served with the message of truth is a testimony of the zeal and faithfulness of those who are the messengers of the Lord at this time.

Our reports from the field do not indicate that the effort required was any less; nor that the workers did not meet obstacles in their work. Rather, it manifests a competence that has come from the training that the Lord has given each one, that each might properly present his message; and as each year adds experience to this training it indicates that with the same amount of time that has been devoted in the past, greater results will be achieved. The year 1926 has been a blessed time; for the joy of the Lord has been commensurate with the opportunities of service engaged in; and no doubt all who look forward to 1927 do so with the confidence that there are still greater blessings in the field work.

Diligent Workers

It is difficult to examine the reports of all classes and to make allowances for the obstacles that each class would meet in order to estimate the real work that has been done. But of the classes that have reported regularly the following is the list of thirty classes that, considering the number of workers available, and the time the workers engaged in the service, report the greatest results in their territory.

The First Thirty Classes in U. S. A.

1 Lakewood, N. J.
2 Bayonne, N. J.
3 Springfield, Mo.
4 Lynchburg, Va. (Colored)
5 Detroit, Mich. (Colored)
6 Bethel Family
7 Atoka, Okla.
8 Plainfield, N. J.
9 Wheeling, W. Va.
10 Washington, D. C. (Colored)
11 Abilene, Kans.
12 Baltimore, Md.
13 Easton, Pa.
14 Bridgeport, Conn.
15 Jackson, Mich.
16 New York, N. Y. (Colored)
17 Bremerton, Wash.
18 Warren, Pa.
19 Clinton, Ia.
20 Iola, Kans.
21 Waco, Tex.
22 Newark, N. J.
23 Cincinnati, Ohio.
24 Schenectady, N. Y.
25 Wilmington, Del.
26 Allentown, Pa.
27 San Antonio, Tex. (Colored)
28 West Palm Beach, Fla.
29 Boise, Ida.
30 Charlotte, N. C.

The new year has in its store many opportunities for serving the interests of the truth, and each of such opportunities holds a blessing for those who employ it to the Lord's praise. We trust that the Lord will open the way for further service during the coming year, with such additional opportunities as will increase the blessings you are to enjoy, that they will well exceed your blessings of the past year.

With Christian greetings, we are
Your brethren and servants in the Lord,
Watch Tower Bible & Tract Society